

LEATHER *and* SHOES

JULY 30,
1949

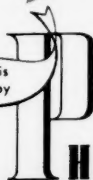
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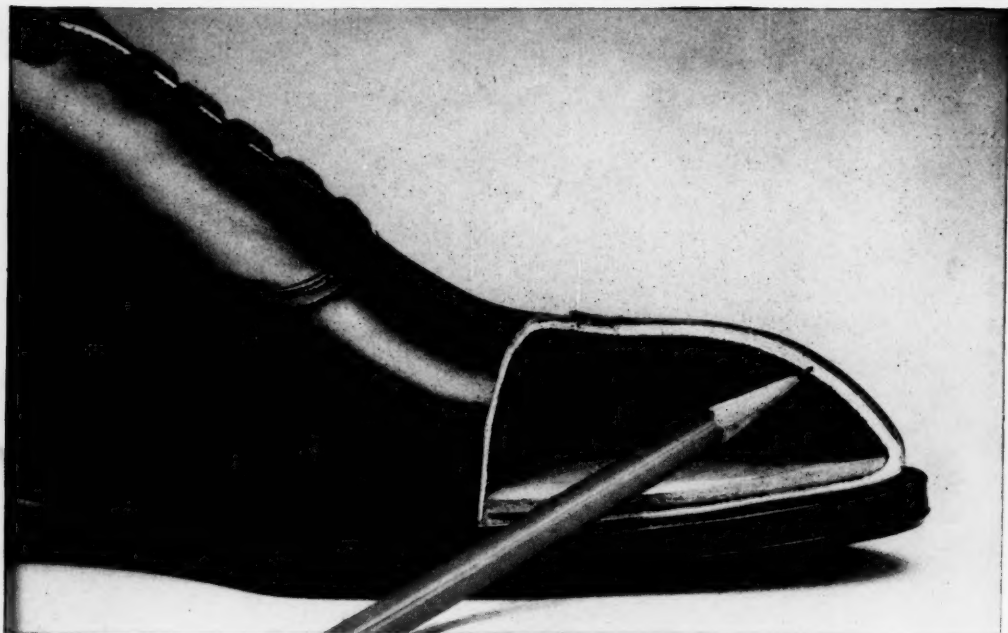


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Foot skin disease major health problem

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EDITORIAL

The Stone Is Bloodless

AS IF things weren't tough enough for the sole leather tanners, now along comes the decision of the International Fur & Leather Workers Union to demand a fourth round of wage increases from this battered and burdened branch of the industry. As an illustration of blind union strategy, this one walks off with all the premiums.

At a meeting held recently in Williamsport, Pa., Myer Klig, International vice-president told union delegates that "the sole leather workers do not intend to be treated as stepchildren" in the leather industry. He evidently prefers that they become orphans of employment instead of pressing the sole leather tanners, already with their backs against the wall, with the union's theme of "Mobilize to Win the Fourth Round." Apparently Mr. Klig and other union officials have been spending more time preparing pamphlets than reading newspapers and economic reports.

It is news to no one (except, perhaps to these union officials) that synthetic soling materials have made, and continue to make, deep inroads into the sole leather business. This is no temporary situation, as everyone agrees. The "trend" has already forced one major sole leather tanner, American Oak, to dissolve operations after 63 years. Stated its president, William H. Mooney, "As to the recent past, the entire sole leather industry has been operating at a loss . . . Sole leather tanners who have continued full-scale operations report heavy losses and appear to be greatly concerned about the results of their companies."

When American Oak dissolved, some 650 leather workers of the firm were thrown out of jobs. But despite the precarious position of this branch of the industry, the IFLWU is determined to have its pound of flesh. The bag in which it holds its "strategy" already has a thousand windows. If it win its fourth round it will claim a major "victory" for the members—though you may be sure there will be official silence if workers are tossed out of jobs by declining sole leather sales due in part to higher wages. If the sole leather tanners resist and a strike is called by the union, the workers will, according to union propagan-

da, be "victims of stubborn bosses."

The union should face the current economic facts of life. For instance, the Bureau of Employment Security reports that unemployment insurance payments in June hit \$154,700,000, the highest monthly level in the history of the unemployment insurance law. Two weeks ago the Massachusetts State Board of Conciliation and Arbitration denied a wage increase to 12,000 shoe workers in the state. The decision was the fourth affecting these workers since the war—but it was the first instance in which an increase was not granted. National unemployment figures now stand at a postwar high. In the past nine months the cost of living, as reported by the Bureau of Labor Statistics, has fallen more than three percent. Translated into take-home values, this means nearly two dollars extra take-home pay per week. With cost of living still declining, each passing month adds to the take-home wage in terms of purchasing power.

The union's belief that profits can withstand wage increases is shockingly naive. The sole leather branch shows the poorest profit structure in the entire industry, and with many firms profits are currently non-existent, and not a few firms have been operating at a loss.

Where else can this wage increase come from? From one, several or all of the following: raising prices, reducing dividends, reinvesting less in the business, borrowing, or floating more stock. In any of these instances the result will prove harmful to the workers, the union, the company, and

the industry. To raise sole leather prices now, in the face of rising competition from synthetics, would be catastrophic. Dividends today represent only 40 percent of total corporate net income—which except for 1916 is the lowest ratio in the forty-year history for which records have been kept. To reduce reinvestments in the business at a time when competition is intense and severe would be suicidal. Borrowing from banks to pay higher wages would be virtually providing workers with more money today with which to provide themselves during unemployment tomorrow. And to float more stock amounts to the same thing. In short, no matter how these increased wages will be met, the net result is certain to be harmful to the workers—harmful in terms of that dread disease, unemployment.

The IFLWU sorely lacks maturity in its perspective, in its use of economic facts. No one has yet accused David Dubinsky and his International Ladies' Garment Workers Union of being a "company union." Its workers are among the best paid in the country. That union is regarded everywhere as a model of progressive trade unionism, and Dubinsky as a highly intelligent, able leader.

Well, let's see how an intelligent labor leader approaches the matter of wage increases today. Dubinsky speaking in the union's official *Monthly Survey* for May-June:

In the present precarious business situation, wise union policies are of utmost importance in negotiating with your employer . . . If his profit margin is being squeezed by price declines your future will be more secure if you help him improve his competitive position. A wage increase may depend upon a plan for union cooperation to prevent waste, save expenses, cut costs, improve production.

Intelligent, modern, progressive trade unionism. The leather industry is in sore need of it. This approach helps provide a genuine job security, prepares the ground for justifiable wage increases which are more willingly met. Most of all, it helps create a genuine union-management cooperation that works to the best interests of all.

But IFLWU apparently prefers the use of violent histrionics and melodrama—the flailing of arms, the loud wail of pain, the cry of "oppression" and other tactics which a half century ago made good listening but which today make for boredom and nonsense, and certainly contributes nothing to the workers' security and improvement.

NOTICE

Anyone desiring reprints of LEATHER and SHOES' editorials may obtain them at the following nominal cost:

Up to 100.....	10c each
200-500	5c each
1,000 or over	2½c each

NEWS

New England Shoe Industry Asks Sawyer for Federal Aid

McElwain cites production, sales and employment decline, asks new military procurement program.

A national 65-cent minimum wage rate for all workers and a new government program limiting military awards to a single shoe concern to not more than 50 percent of the total contract were the major recommendations made this week in a report to Secretary of Commerce, Charles N. Sawyer, by J. Franklin McElwain, president of J. F. McElwain Co., Nashua, N. H., and vice president of the New England Shoe and Leather Assn.

The report was made to Secretary Sawyer during an economic conference sponsored by leading New England industrialists on July 25 at the Algonquin Club, Boston. The conference was held to acquaint Secretary Sawyer with the declining New England industrial situation and help formulate plans for federal aid to the region.

In his statement on the outlook for shoe production and employment in New England, McElwain said that the region now produces about 32 percent of the U. S. total as against a ratio of 35 percent for 1946. He estimated national shoe production for the first half of 1949 at 225 million pairs, a decline of five percent from 1948, and predicted a total output for the year of 445-450 million pairs. In 1948, the U. S. produced 462 millions and reached a peak of 525,763,000 pairs (exclusive of military) in 1946.

Employment Down

New England employment of shoe workers in May was estimated at 78,280 compared to a peak of 86,960 in March, McElwain said. In Massachusetts alone, employment in

June was estimated at 37,387, a drop of 12,000 or 25 percent from March. Average weekly earnings totaled \$40.93 with hourly earnings over \$1.18.

Employment of shoe workers in both New England and Massachusetts in the second quarter of 1949 was six to eight percent from peak levels reached in the first quarter, McElwain's report stated. In recent weeks, unemployment has declined slightly, but is expected to increase again.

McElwain said that unemployment is expected to continue more serious in certain shoe centers such as Lynn and Brockton which have not secured their former share of the industry's output. He added that higher average labor costs in the New England area have proved a real competitive disadvantage in local shoe manufacturers in bidding for civilian—especially government—shoe business.

Thus, for last March, the U. S. Dept. of Labor reported that average straight-time hourly earnings in New England totaled 116.2 cents as compared with 89.2 cents in Maryland, 90 cents in Pennsylvania, and 92 cents in Indiana—or from 26 to 30 percent higher than these other competing shoe states.

In Error

In the feature story "The Rueping Tannery—Stripped, Streamlined and Superb", in the July 23 issue of LEATHER AND SHOES, photo credits were inadvertently omitted. Several of the photographs were reprinted by special permission from the June 11, 1949 issue of *Business Week*, others were taken by Ray Thornton for LEATHER AND SHOES.

Military Contracts

As regards military shoe contracts, McElwain stated that during the war New England received approximately 35 percent of Army-Navy awards—equal to its percentage of national men's shoe production at the time. During 1948, however, this trend was reversed and shoe awards to New England manufacturers amounted to only 1,049,321 pairs of the 4,638,384 pairs awarded. For the first half of 1949, New England's share of total military leather shoe procurement dropped to only 20 percent.

McElwain asked Sawyer that the administration take "only those steps which would increase shoe consumption on the part of consumers. Conversely, no action should be taken to further create uncertainties and hesitation on the part of businessmen, or to increase production and retail costs."

He added that a national 65-cent minimum wage rate "would bring depressed wage rates nearer to levels prevailing in New England." In conclusion, he asked that a new government program be devised in the award of military contracts "which would limit any award to a shoe concern to not more than 50 percent of the total contract, with special consideration given to the awarding of the balance of these contracts to shoe companies based on their size and location of plants, as an important means of reducing unemployment."

During the conference, a report issued jointly by the New England Council and the Federal Reserve Bank of Boston saw renewed vitality in the shoe and textile industries. "While most industries expected that their sales for the year would register a greater decline than was experienced in the first quarter . . . shoe sales were down five percent in the first quarter, but producers felt there would be no decline for the full year."

Sawyer declined to comment on any measures he might recommend. He said he would study various suggestions offered for federal action.

E-J Wins QM Shoe Award

Endicott-Johnson Corp., Endicott, N. Y., has been awarded a contract by the New York Quartermaster Purchasing Office on QM-30-230-49-1432 covering 9996 pairs of women's low quarter leather shoes. Award was made on a low bid of \$3.905 per pair.



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W. L. Douglas To Close Brockton Shoe Plant

Labor troubles blamed for closing. Firm may buy shoes elsewhere or re-establish plant outside Massachusetts.

W. L. Douglas Shoe Co., manufacturers of shoes since 1876, startled the shoe world this week by announcing that it will close its Brockton plant permanently.

The statement came as the climax to a month-long battle during which the company and the Brotherhood of Shoe and Allied Craftsmen, bargaining agent for the plant's 600 workers, failed to agree on a special wage scale for the manufacture of three grades of shoes.

Marshall H. Stevens, executive vice president of the firm, said that Doug-

move, Brockton Mayor Joseph H. Downey immediately scheduled an emergency meeting between the BSAC and a citizens group known as the Committee for Economical Development. Harold C. Sears, secretary-treasurer of the union, told LEATHER AND SHOES that the company's action was "merely another attempt to becloud the issue." He charged that Douglas had contacted several workers since announcing its intended move and asked them to return to work at its own rates.

Sears said the BSAC would cooperate fully in trying to reach an agreement with the company. He added that the union had offered to arbitrate but Douglas refused. The company wanted to manufacture three grades of shoes in the future but pay piece rates called for by the cheapest rates, he said.

"It's hard to tell what will happen now," Sears said, "but we would be running out on the workers if we accepted the company offer."

Douglas has another plant at Scranton, Pa., which it has been operating for the past five years. At one time it employed more than 2500 workers in six large plants producing 2500 pairs daily.

Awards Sole Strips, Taps, Welting, Synthetic Soles

The New York Quartermaster Purchasing Office announced this week awards of contracts on a total of 60,000 lbs. of leather sole strips, 10,000 ft. of leather welting, 47,000 women's large leather sole taps, 13,000 pairs of black oil-resisting full synthetic rubber soles and 13,000 pairs of black oil-resisting synthetic rubber whole black heels.

Winner of Item 2 of QM-30-280-49-1425 calling for 10,000 ft. of leather welting was Graton & Knight Co., Worcester, Mass., with bid \$.0271 per ft. Delivery is scheduled for Nov. 30, 1949.

Howes Leather Co., Inc., Boston, was awarded a contract for 20,000 lbs. of leather sole strips, 13 inches wide, at 71-cents and another 20,000 lbs. at 73-cents. Cover & Co., Inc., Philadelphia received order for 15,000 lbs., 10,000 lbs. at \$.7395 and 5,000 lbs. at \$.7495. Morris Feldstein & Son, Inc., New York City was awarded 5,000 lbs. at \$.745

On QM-30-280-49-1422 covering 47,000 women's large leather sole taps, Cover & Co., was awarded 10,000 pairs at \$.2695, 10,000 at \$.2745, 10,000 at \$.2795, 10,000 at \$.2845 and 4600 at \$.3045. Military Leather Co., Buffalo, was given the remaining 2400 pairs at \$.30. Delivery is to be completed by Oct. 30.

The B. F. Goodrich Co., Akron, Ohio, was awarded order for 18,000 pairs of black oil-resisting synthetic rubber full soles at \$.42 while Holtite Mfg. Co., Inc., Baltimore, won contract on 18,000 pairs of black oil-resisting synthetic rubber whole heels at \$.169. Delivery on both under QM-30-280-49-1410 will be made by Nov. 30.

National Shoe Foundation Opens Central Laboratory

Thousands of persons throughout the U. S., hitherto unable to obtain correctly fitted shoes through ordinary commercial channels, will now be able to find appropriate footwear, it was announced in Boston this week at the opening of the new Central Laboratory of the National Shoe Foundation for Disabled Feet, non-profit, non-commercial organization sponsored by the shoe manufacturing, tanning and allied industries.

The Central Laboratory located at 92 Brookline Ave., Boston, will be official headquarters for several branches to be established throughout the country. W. W. Stephenson, president, revealed at the opening ceremonies held July 20. First of these branches will be opened in Chicago about Aug. 15. Services of the Foundation, Stephenson said, will be available through physicians to any of the estimated 500,000 people in the U. S. who cannot wear ordinary types of footwear because of deformed or crippled feet.

The Foundation was established in Nov., 1947 to develop special footwear for those who need it. Last month United Shoe Machinery Corp. donated its Orthopedic Research Laboratory and equipment. The USMC lab was set up more than 20 years ago to develop mechanical methods for making special lasts and shoes.

More than 20 steps are required to translate a physician's prescription into a special shoe, according to Charles O. Kilham, director of the laboratory. Every effort is made to turn out a shoe as normal in appearance as possible. In most cases after fitting, additional pairs of shoes can be furnished to patients without further visits to the laboratory.

BULLETIN:—Joseph W. Bartlett, president of W. L. Douglas Co., has denied that the company would reopen on Monday, despite Sears' claims that several cutters have been asked to return to work. Bartlett declared there would be no reopening. Sears claimed that five of 26 cutters in the factory had been contacted. At an emergency meeting called Wednesday night by Mayor Downey, the BSAC, the Chamber of Commerce, and the CED representatives said everything possible was being gone to reach an agreement. Douglas officials did not attend.

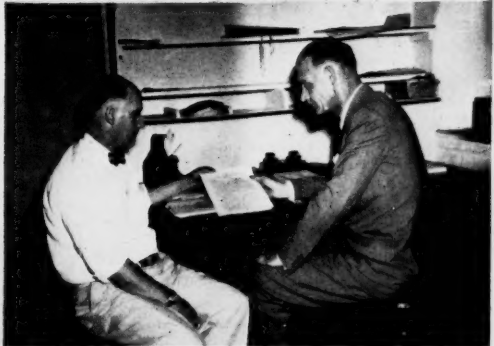
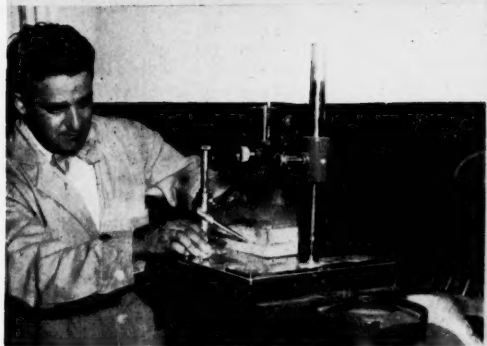
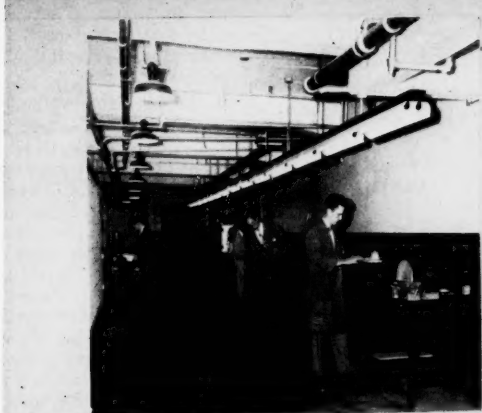
las would buy shoes "elsewhere" to service its nation-wide chain of stores and will seek a location "outside of Brockton" to manufacture shoes. The Brockton plant has been closed for the past 11 weeks after completing its fall run.

The union had rejected the company's offer to employ regularly 300 workers until Nov. at a certain wage scale and then re-employ another 300 workers as soon as possible after that. Union officials claimed that piece work rates offered by the company were the lowest in its history and asked that the matter be submitted to arbitration.

In his announcement, Stevens said that arbitration "is not acceptable to the company for it cannot allow an outsider to pass off the cost problems so vital to the company." He added that many proposals were reported to have been received from towns outside of Massachusetts for the new location of its Brockton factory.

In an effort to avert the threatened

NSMA Dedicates NSFDF New Laboratory



Top Row, LEFT: Committee members, left to right, standing; John Patterson, Florence Maher, S. L. Slosberg, Harold Quimby. Seated are Olga Kravett, W. W. Stephenson and Louise Collins. Mr. Slosberg, Green Shoe Co., Boston is on Technical Committee. Others are officials and staff members NSMA. RIGHT: Laboratory technicians. Seated at left is Mr. O'Gorman, technical consultant of USMC. Right is Chas. Kilham, Director of Laboratory.

Middle Row, LEFT: Fluorescent-lighted section of the laboratory

in the basement. RIGHT: Corner of main laboratory on street floor showing work benches and special apparatus.

Bottom Row, LEFT: The technician checks the cork innermold and last to insure that the assembled unit conforms to doctor's prescription. RIGHT: Discussing plans for Foundation are Charles Kilham, Laboratory Director, and at right, W. W. Stephenson, executive vice-pres. NSMA.

Medical Shoe Study Finds Substitutes Cause of Foot Ills

The nation's shoe manufacturers are called upon for a "pooling of knowledge" to develop footwear free from harmful effects upon the feet in a forthcoming article by Dr. Edward Gaul and Dr. G. B. Underwood in the Archives of Dermatology and Syphilology, published by the American Medical Assn.

Claiming that skin diseases of the feet have now reached "the rank of a major public health problem, af-

fecting from 50 to 90 percent of people in the U. S., Drs. Gaul and Underwood found there has been a precipitous increase in foot eruptions following "the introduction of materials in shoes other than leather."

The two doctors recently completed a four-year study of shoes belonging to patients treated for dermatological foot disorders. More than 400 shoes were torn apart and examined, comprising all styles, brands and types of

construction found in infants', children's, women's and men's footwear.

The article, entitled "The Health Hazards of Modern Footwear Conditioned by the Presence of Primarily Irritating and Sensitizing Materials Used in their Fabrication," describes the rise in foot skin ailments among all segments of the population. The authors found foot eruptions to be the third most common skin disease in the country. During World War II, they became the second most frequent skin disease requiring hospital admission.

Tracing this health hazard back to its origin, the article stresses that rubber tennis shoes made their first appearance about 50 years ago and calls it "no coincidence" that "the wide use of rubber in the gear of athletes was soon followed by a foot disease dubbed athlete's feet." Approximately 50 percent of skin ailments of the foot, according to the authors, are caused by fungi.

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Irritating Materials

Describing their shoe findings, the authors observe that "anything available with suitable physical properties apparently went into shoes . . . rubber and cork; asphalt and cork; plastic and cork; sponge rubber, resins and sawdust; also different kinds of felts and plant fibers.

"The adhesives were rubber, asphalt, tar and synthetic substances. Some of the adhesives had decomposed into coarse powder. Rubber was in every shoe in some form or color. Over the weight-bearing portions of the sole, the bottom filler had often become thin or even had disappeared."

Shoes worn by individuals afflicted with serious skin ailments of the feet were further characterized by fillers that had oozed up through the cracks, staining the inside of the shoes, while coated fabrics and paper had cracked, "revealing two, sometimes three to four, layers of different coating substances."

The resultant foot disorders at times reached such severity, the authors found, that people thus afflicted hobble along the street with a cane or crutch, "mute testimonies to the disability from foot eruptions."

Patch test reactions taken in the course of the investigations brought the doctors to two major conclusions:

1. Many of the reactions made it "plausible that a volatile chemical, highly toxic to the skin, is present in sponge rubber.

2. "Rubber contains sufficient powerful irritants to cause all the materials in shoes to become reactive."

Since sweating is continuous on the soles and palms, the authors observe that "shoes made of moisture repellent materials . . . result in the foot not only soaking in its own secretions, but also in the sweat extractants from the shoes." Thus "a bridging film of sweat actually connects the foot with materials in the shoes."

In conclusion, Drs. Gaul and Underwood asked for cooperation on the part of all those concerned with the manufacturing of shoes and their component parts as well as the medical profession. The basic need, they say, is the development of footwear that is free from contaminants and meets the hygienic requirements of the feet.

Selby Strike Ends

A ten-week strike of some 2,500 men and women workers at the Selby Shoe Co., plants in Portsmouth, Ohio, and Ashland, Ky., ended July 28, and work is expected to be resumed on Monday, August 1.

In an announcement by Emerson Ence, International union representative, management and union have agreed to a new contract to end the strike, which started last May 16. Both plants have been completely closed since that time.

All that remains to officially end the work stoppage is the ratification of the pact by the CIO union membership and a meeting on this was being held late in the week.

Major provisions of the new pact are:

One additional paid holiday annually is added, making a total of six. The minimum starting wage is increased from 50c an hour to 65c an hour; the minimum wage after six months employment remains unchanged at 72 cents an hour.

The company will incorporate a 22 cent hourly cost-of-living bonus to piece work rates.

One other point in dispute concerning the so-called "escalator clause" will be settled by a three-man arbitration board to be named later. Under the clause, which the company wants to retain over union protests, there would be an increase or reduction in pay based on the cost-of-living index.

In the strike, more than an estimated one million dollars has been lost by the 2,500 employees of the

two plants. Even if settled promptly, full operations are not expected to be resumed for possibly three weeks.

New Tanning Firm

George Limon, for several years a principal of United Tanners, Inc., Dover, N. H., has disposed of his interests in that firm and launched a new company, George Limon Tanning Co., Inc., at 80 Foster St., Peabody, Mass. The new firm has taken over the plant formerly owned by Trimount Leather Co.

Limon will operate as a contract

specialist on sheepskins and splits. Present capacity of the plant is about 400 dozen sheepskins and 30,000 ft. of splits per day. Limon has been connected with the sheep and split business for many years and was the founder of Twin Tanners of Peabody before joining United Tanners.

In addition to Limon who is president and treasurer, other officers of the new firm are Maynard Axelrod, director; Herbert Peters, formerly with Advance Tanning Co., and Colonial Tanning Co., as tannery buyer and office manager; and Pauline Boulay, clerk.



Try REM BOARD—the new, longer lasting cutting block!

LONG LIFE—For keen, clean cuts—for increased production—and for holding planing and dressing expense to a bare minimum, you just can't beat the new REM Board. This improved block is made from a newly developed plastic compound which absorbs impact, provides a tough, resilient surface ideal for hand mallet and clicker cutting.

ONE INCH THICK—(a $\frac{1}{4}$ " increase over our previous board) REM Board gives you 50% more cutting surface. And—REM's superior elasticity gives you another 50% dividend in additional life. Attach REM to its base with our

SW-725 plastic cement. This combination assures top service!

ECONOMICAL—Here are prices on standard size boards:

18" x 36"	\$25.00
16" x 36"	22.50
20" x 40"	31.00
14" x 48"	28.00
20" x 20"	16.00

F.O.B. Akron

*Prices slightly higher on west coast.

30 DAY TRIAL—See for yourself how the REM Board stands up. Try it in your own plant on a one month trial. Returnable at any time if unsatisfactory. Mail the coupon.

THE REMINGTON PRODUCTS COMPANY

Akron, Ohio



SPONGE RUBBER PADS

Skived to meet your requirements.

Send samples for quotations.

RP 649 44

Remington Products Co.
1509 Copley Rd., Akron, Ohio

GENTLEMEN:
Please ship us one REM BOARD,
on 30 day trial. Size _____

Name _____

Title _____

Firm _____

Address _____

City _____ State _____

Charge Goodrich With Price Discriminations

B. F. Goodrich Co., New York City manufacturer of rubber and canvas footwear and rubber products has been charged in a Federal Trade Commission complaint with unlawful price discriminations in connection with the sale of rubber and canvas footwear manufactured by its Hood Rubber Co. Division at Watertown, Mass.

The FTC complaint alleges that Goodrich discriminates between different purchasers by selling footwear to some customers "at higher prices than it sells such products of like grade and quality to other of its customers who are competitively engaged one with the other in the resale of said products." This is in violation of the Robinson-Patman Act, the FTC claims.

According to the complaint, large retailer and small local chain customers designated as "house accounts" and mail-order houses and large chain customers called "national accounts," who purchase footwear under Goodrich's unadvertised Shawmut brand or private brands, resell it in competition with other retailer customers who handle the recipient's regular advertised brands, Hood and Goodrich. The complaint adds that the Shawmut and private brands are

"of like grade and quality to respondent's nationally advertised brands."

Effect of the price discriminations, the FTC says, has been or may be to substantially lessen competition in the line in which Goodrich and its competitors are engaged and may be "to injure, destroy or prevent competition in the sale and distribution of rubber and canvas footwear between those of respondent's purchasers who receive the benefits of such discriminations and competing purchasers who do not receive the same benefits. Goodrich was given 20 days from July 26 in which to answer the complaint.

Deny Pay Hike To Mass. Shoe Workers

Last week the Massachusetts State Board of Conciliation and Arbitration took a good look at the economic status of the state shoe industry, turned down a bid for a 10-cents an hour wage increase by 1200 members of the United Shoe Workers of America, CIO. The decision, effecting workers in 65 shoe factories throughout Haverhill, Lynn, Salem, Danvers, Beverly, Everett, Wakefield, Chelsea and Cambridge, marked the first time in four tries since the war that the union lost its wage bid.

In its decision which may set a pattern for contract negotiations in

other industries throughout the state as well as New England, the board found "that no general wage increase should be granted at this time." Members of the board were: Chester T. Skibinski, chairman; Benjamin G. Hull, representing labor; and James T. Violette, representing management.

The case was brought to arbitration under a six-months wage reopening clause in the present contract which expires Dec. 31, 1949. The board granted a five-cents per hour increase in July, 1948, under a similar clause.

Strongest argument put forth by manufacturers' attorneys during the three-day arbitration hearing showed the Massachusetts shoe industry as second only to the hard-hit textile industry in unemployment. Employment in some 46 firms had fallen from 10,000 in 1943 to 7000 this year. Shoe business was at its lowest point in years, claimed the attorneys, while pointing out that any increase in labor costs would still further weaken the competitive position of state shoe manufacturers.

Atty. Louis Chandler, speaking for the companies, said the average hourly rate in Massachusetts was \$1.40 to \$1.45 as against 83 cents to \$1.12 in Maine, New Hampshire and Pennsylvania. Many firms would have to leave the state and seek factories elsewhere if rates climbed again, he declared.

Counter claims by the union, citing a favorable outlook for the shoe industry this fall, fell short of their mark. The board would wait until favoring signs materialized before considering another wage hike.

Jarman Backs 75c Minimum

This week Maxey Jarman, chairman of General Shoe Corp., Nashville, world's fourth largest shoe manufacturer, publicly announced that he favors the 75-cent minimum wage. In a telegram sent to both U. S. Senators and all Congressmen from Tennessee, Jarman urged Congress to pass the 75-cent minimum to help check the present business recession.

"The slide off in business can be changed into healthy activity by giving both consumers and business concerns assurance that price declines will not cause them losses," Jarman declared. "People have the means and need to buy more goods now. If Congress will establish a minimum wage of 75-cents or higher, it would be a powerful factor in assuring people that costs cannot get into a cumulative decline and purchasing power would be released and stimulated by the extra money in circulation."



A. A. Tilden, vice president Belcher Last Co., Stoughton, Mass., and manager of the St. Louis office, examines new "Lookout Lounge" car of New York Central's Southwest Limited before making 388th trip between Boston and St. Louis. Tilden has been commuting between the two cities for the past 37 years, covering some 519,920 miles. Now 84-years old, he finds modern air-conditioned trains a far cry from the sooty, straight-backed coaches he rode back in 1912. His home is in Stoughton and he thinks nothing of hopping a train for a quick trip between home and office.

TOMAHAWK..



TOMAHAWK NO. 12, YUMA a beautiful shade

in a leather of unusual character an outstanding

favorite among manufacturers of

America's finest footwear.



RUEPING

FRED RUEPING LEATHER CO., FOND DU LAC, WISCONSIN, U. S. A.

To Mail PPSSA Blanks

Official application blanks for exhibit space at the next Popular Price Shoe Show of America will be mailed Sept. 9, co-managers Edward Atkins and Maxwell Field revealed this week. The show, jointly sponsored by the New England Shoe and Leather Assn. and the National Assn. of Shoe Chain Stores, will be held Nov. 27-Dec. 1 at the Hotels New Yorker and McAlpin, New York City.

Exhibitors at the spring show will be given a two weeks option period to reserve space previously occupied. Applications will be mailed to non-exhibitors on Sept. 24. The show will occupy 12 consecutive floors from the fifth to the 16th at the New Yorker in addition to a large booth display area for allied lines and accessories.

Reset St. Louis Show Date

Date of the fourth fall showing of the St. Louis Shoe Manufacturers' Assn. has been reset at April 23-26, Arthur H. Gales, Association secretary reports. The four-day show was formerly scheduled to begin on April 24 but was moved up to permit a Sunday opening.

Coming EVENTS

Aug. 8-12, 1949—National Luggage and Leather Goods Show, sponsored by Luggage and Leather Goods Manufacturers of America, Inc. Hotel New Yorker, New York City.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for Spring and Summer, 1950, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill. Sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Headquarters at Palmer House.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe Travelers Show, William Penn Hotel, Pittsburgh, Pa.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

PRODUCTION AND SHIPMENTS, BY STATES: JANUARY THROUGH APRIL, 1948-1949

(All quantities expressed in thousands of pairs, value of shipments in thousands of dollars)

State	Production, shipments, and value of shipments January-April 1949			January-April 1948		
	Production	Shipments	Value of shipments	Production	Shipments	Value of shipments
UNITED STATES, TOTAL	156,412	157,015	\$570,752	165,285	164,109	\$636,829
Illinois	9,913	10,148	47,162	11,467	11,300	53,498
Maine	9,310	9,650	31,402	9,155	9,244	32,217
Massachusetts	27,471	27,570	100,762	29,187	29,058	111,755
Missouri	19,941	19,997	85,126	22,746	22,756	98,586
New Hampshire	13,604	13,703	46,877	13,430	13,473	49,516
New York	27,137	27,202	84,986	29,465	29,181	99,669
Ohio	6,133	6,426	29,701	6,082	6,288	31,779
Pennsylvania	14,486	14,565	38,938	13,995	13,424	39,215
Wisconsin	5,482	5,495	29,329	6,153	6,022	33,152
Other States	22,935	22,259	76,469	23,645	23,363	87,442

SUMMARY OF PRODUCTION: APRIL, 1949

Kind of footwear	Production (thousand of pairs)			Percent of change, April 1949 compared with		Percent of production by type of outsoles, April 1949		
	April 1949 (prelim- inary)	March 1949 (revised)	April 1948	March 1949	April 1948	Leather soles	Rubber or rubber composition soles	Other non- leather soles
SHOES AND SLIPPERS, TOTAL	37,584	44,818	39,412	-16.2	-4.6	58.0	36.0	6.0
Shoes, sandals, and playshoes	34,218	41,266	36,296	-17.1	-5.7	57.6	38.5	3.9
Men's	7,790	9,623	9,273	-19.1	-16.0	59.7	40.0	0.3
Youths' and boys'	1,210	1,407	1,254	-14.0	-3.5	12.3	85.4	2.3
Women's	17,490	20,818	16,871	-16.0	-3.7	58.5	35.6	5.9
Misses'	2,317	2,969	2,635	-22.0	-12.1	37.3	59.6	3.1
Children's	2,183	2,665	2,750	-18.1	-20.6	45.6	51.6	2.8
Infants'	2,087	2,431	2,204	-14.1	-5.3	86.6	12.6	0.8
Babies'	1,141	1,353	1,309	-15.7	-12.8	88.0	1.8	10.2
Slippers for housewear	2,933	3,058	2,592	-4.4	-13.2	60.6	9.8	29.6
Athletic	218	261	337	-16.5	-35.3	87.6	11.0	1.4
Other footwear	215	223	187	-3.6	15.0	67.9	20.5	11.6

Minus sign (—) denotes decrease.

8 Bid on Sole Taps

Eight manufacturers submitted bids totaling 302,400 pairs of women's large leather sole taps to the New York Quartermaster Purchasing Office on QM-30-280-49-1422. Directive quantity was 47,000 pairs with delivery to be completed on or before Oct. 30, 1949. Bidders, quantities and prices are listed:

Walsh & Cody, Inc., 113 Albany St., Boston 11, Mass.: 47,000 pairs @ \$3.43 (1½ 20 days).
K. Hanfling & Son, 3306 W. Roosevelt Rd., Chicago 24, Ill.: 23,000 pairs @ \$3.39 (1½ 20 days).
24,000 pairs @ \$4.00 (1½ 50 days).
Military Leather Co., 2116 Fillmore Ave., Buffalo, N. Y.: 2,400 pairs @ \$3.30 net.
Cover & Co., Inc., SW Cnr. 34th & Vine St., Phila., 6, Pa.: 47,000 pairs from \$2.745 to \$3.30 (1½ 20, 1½ 30 days).
Howes Leather Co., Inc., 321 Summer St., Boston, Mass.: 47,000 pairs @ \$3.950 (1½ 30 days).
Armour Leather Co., Div. of Armour & Co., 173-175 No. Franklin St., Chicago, Ill.: 47,000 pairs @ \$4.45 net.
Morris Felstein & Son, Inc., 85 Gold St., NYC: 47,000 pairs from \$3.070 to \$3.270 (1½ 20, 1½ 30 days).
Eberle Tanning Co., Westfield, Pa.: 18,000 pairs @ \$3.75 (1½ 30 days).

TC Approves Expected German Leather Grant

Authorization by the Economic Cooperation Administration of a \$3 million leather grant to Western Germany may help bring about "more realistic hide and skin prices" in world markets, the Tanners' Council reports. The Council says that official announcement of the allocation is being awaited in addition to allocations in smaller amounts for other European countries.

"Shipments of leather from the U. S., insignificant though they may be to the total output of this country, can be tremendously effective in bringing about saner values abroad," the Council states. "By introducing a little competition pressure abroad, more realistic prices for hides and skins might be achieved with direct benefit to tanners, their customers, and the customers in the U.S."

The Council reported that previous allocations to Germany for U. S. leather while "completely inconsequential in terms of U. S. supplies and requirements" had beneficial effects abroad. Prices on leather fell 50-60 percent with the first shipment: "competition stimulated the appearance of leather stocks from hoarded supplies; manufacturers were able to think of making shoes for the masses; from apparent scarcity the situation changed to assurance of reasonably adequate supplies. In addition, intemperate and reckless buying of raw materials in world markets, based on artificially high leather prices within Western Germany, began to be curbed."

The Council added that similar re-

sults could be achieved in other countries if present restrictions on the import of leather from the U. S. were eliminated.

Chicago Assn. Holds Golf Outing

A total of 175 members of the shoe and leather trades in and around Chicago teed off at the annual golf outing of the Hide & Leather Assn. of Chicago, July 21, at Rolling Green Country Club, Arlington Heights, Ill. Low net honors went to Don Elliott

with a 72, and he was awarded a set of matched woods. Earl Pierce was awarded the Elliott trophy after tying with Norman Hansen and tossing a coin. In the Calcutta Sweepstakes, Norman Hansen and Howard Willis tied with 72's and Jim Morrison was a close third.

Following a banquet supper, 125 prizes were awarded to the golfers. William W. Morgan, of the A. C. Lawrence Leather Co., was chairman of the golf outing, assisted by William Wolfenbarger, of the J. K. Reynolds Co.

CHICAGO ASSN. GOLF OUTING



Ready to tee off are, left to right, Jack Miller, Howard Willis (winner of the Calcutta sweepstakes), Clarence Siegman, H. A. Coey and Bill Morgan, chairman of the golf outing.



"Calcutta" committee readies "horses" for the golf competition. Left to right, Henry Hand, Victor Heartel, Jim Moses and Manny Block.

Leather Goods

GLOVES • GARMENTS • SPORTING GOODS • SPECIALTIES

SPECIALISTS

in

Splits

To improve your health you select a specialist—to improve your line do likewise—select a tanner whose specialty is the tanning of splits—you then improve your merchandise. Manufacturers who insist on Splits that compare in Quality with other leathers in their shoes, demand Gebhardt's—they are superior. Expert care is given to selection of raw material and process. Research to improve them goes on constantly. That's why we are rightfully termed "Specialists in Splits".



A. L. GEBHARDT COMPANY

416 NORTH WATER ST., MILWAUKEE 1, WIS.

TANNERY

GEBHARDT-VOGEL TANNING CO.
706 W. OREGON ST., MILWAUKEE

Gloversville -- The World's Glove Capital

Accounts for 90 percent of the U.S. leather dress glove output, 50 percent of total glove production, amounting to \$70,000,000 in annual business, and employing 11,000—truly the glove kingdom of the U.S. and the world.

OUT of Gloversville, Fulton County, N. Y., comes 90 percent of American-made leather dress gloves and almost 50 percent of all types of gloves produced in the U. S., accounting for about \$70,000,000 in business annually. Of New York State's 321 glove factories, 160 are located in Gloversville and employ around 11,000 people in a city having a total population of only 24,000.

The story of this glove-making center is unique in Americana. For more than two centuries this district has specialized in one of the few major handicraft industries left in this country. Legend has it that Gloversville became a glove center by "accident"—because Indian tribes in this area used deerskins in payment for goods bought. The problem was to convert these skins into practical products. And hence the glove industry was born, utilizing the skins and necessitating an ever-increasing supply of skins of various types.

Soon Gloversville-made gloves were strongly competing with high-priced imported gloves. The rapidly expanding industry required more skilled workers. Came a flow of Scotsmen across the ocean—young men virtually born to the craft, all having served long apprenticeships.

Shortly after the Civil War, Gloversville suddenly blossomed into the dress glove center of America. However, quantities of leather gloves, particularly work types, are made in Illinois, Indiana, Ohio, Wisconsin and California.

The Workers

The approximate 11,000 glove and tannery workers in Gloversville have a singular spirit of independence. Few outsiders enter this business. It is largely a mother-to-daughter or father-to-son heritage. Thousands of them are home workers, keeping their own hours. The glove workers virtually govern the town; several are on the City Council, two are com-

missioners of Fulton County, one is on the board of education.

For the most skilled workers, average weekly take-home pay in 1948 was around \$64 for men, \$37 for women, the latter working chiefly on part-time basis. The glove business is seasonal, with high and low periods of production. In rush seasons workers handle their home assignments through long hours to meet the "deadline." In many instances whole families work through these rush periods. There is virtually no age or retirement limit for workers.

Cutters and stakers are the most highly paid. Cutters are responsible for shaping the glove pattern from the leather with the greatest economy and best selectivity. Stakers are responsible for the softening process of the skin before the latter reaches the cutter. Staking is hand-done, a process of rubbing the skin across the bare knee. So far, no machine has been invented to successfully supplant knee-staking. A two-year apprenticeship is required for skilled operators.

There are three labor unions: two independents, the Consolidated Cutters' and Shavers' Union, and the Operators and Day Hands' union; and one CIO affiliate, the Layers-Off and Glove Makers Union. About 70 percent of the jobs, both in the factories and at home, are held by women. Homework continues to play a large part in glove manufacturing. Every factory requires certificates of homeworkers.

Foreign Gloves

Before 1929, foreign competition was strong, especially from France, Italy, Belgium, Germany and Czechoslovakia. At that time about 75 percent of U. S. glove sales consisted of imported products. But by 1941 such products represented only 15 percent of total sales. Today, U. S. consumption of foreign-made gloves is still lower. Gloversville manufac-

turers appear determined to show themselves as an even greater competitive force in the huge American glove market.

The glove industry and its manufacturing processes have become more industrially streamlined. However, once the glove manufacturer has selected his skins and styles, it requires at least three months to get out a glove line. Improvements in sewing machines and other factory machinery have opened the way for more mass production in factories. New tanning processes have replaced the old oil tannage methods introduced in 1784 in Fulton County.

Today the finest skins in the world are imported by Gloversville tanners: cabretta from South America, calf from Poland and Russia, cape-skins from South Africa, goatskins from Spain and India, jeddahs from Arabia, lambskins from Nigeria, graindeer from New Zealand, carpincho from Uruguay and Argentina, sheepskins from Turkey, buckskins from China, peccary from Mexico, mocha from Asia, plus domestic reindeer, doeskins, horsehides and dogskins.

Fulton County takes justifiable pride in being the glove capital of not only the U. S. but the world, turning out more units than any other comparable sector in the world. In terms of quality, Gloversville products have gained a world-wide reputation which has created an international demand for these fine gloves designed and constructed to suit virtually every purpose and occasion. The art of glove-making has come a long way from the day way back when the caveman fashioned a hand-covering to protect him from the cold, to the present when gloves are fashioned with impeccable styling combined with practicability. And to the artisans of Gloversville goes much of the credit for the modern version of our hand-coverings and the American ingenuity which has given the consumer a fine quality glove at low prices.

Leather In The Aircraft Industry

By Thomas A. Dickinson

Many tanners might be surprised to learn how invaluable leather is serving the modern aircraft industry.

ALTHOUGH most of our modern airplanes are termed "all-metal" structures, America's present aircraft industry might never have been developed without the use of many non-metallic materials in the manufacture of tools and parts for planes of today as well as in the past.

Among these materials, leather is by no means prominent in terms of pounds-per-square-foot of aircraft; yet it is probably the *only* non-metal which remains as vital to modern airplanes as it was to the Wright Brothers' Kitty Hawk.

Cowhide for "Marproofing"

For example, in the fabrication of special tooling—such as jigs, fixtures, bucks, cradles, and dollies—cowhide is still the least expensive material that can be used for any length of time for "marproofing" purposes. Marproofing is extremely important in this instance because most aircraft tools are made from steel and can easily mar or scratch the corro-

sion-preventative layers on the aluminum and magnesium alloy sheets which are so extensively used in the manufacture of modern aircraft parts, if certain tooling surfaces are not shielded with a marproof substance such as leather. Many of these mars or scratches might not be visible to the human eye, but they could institute intergranular corrosion of such magnitude that parts failures would eventually take place without the slightest warning.

The least expensive grades of cowhides are normally used for marproofing purposes; and, prior to actual use, they are processed for optimum softness. At Douglas Aircraft Company of Santa Monica, Calif., the latter processing consists of soaking the leather in oils, greases, and waxes—much the same as wax-calf shoe leathers were once processed—over the steel tooling surfaces so that after the leather is stretched it can be tautly laced in position. Cotton, fabrics, and similar substances

are sometimes sandwiched between the leather and steel where the possibility of impacts necessitates padded effects; and the rawhide laces may be looped through holes drilled in the tooling to prevent slippage of the marproofing material or pad.

Upholstery Leathers

Probably the most extensive (if not the most important) use for leather in aircraft construction work is that of an upholstery material for modern airliners. This is somewhat unusual in view of the fact that airplane manufacturers utilized many alternate upholstery materials—such as combinations of fabrics and synthetic plastics—during World War II. But, as one plant executive recently explained, "The only real improvements in aircraft upholstery materials for the past ten or more years have consisted not in finding leather substitutes, but in the development of better methods of processing leather itself."

A majority of the leather upholstery materials used by the aircraft industry is purchased in the finished condition from specialized leather-products manufacturers and requires no more than simple cutting and stitching operations prior to installation or use. However, Boeing Aircraft Company has reportedly saved large sums of money in the construction of "Stratocruisers" at Seattle, Wash., by processing the less expensive hides with a pigmented acrylic resin so that the leather could be embossed for durable and attractive morocco-grain effects.

At Consolidated Vultee Aircraft Company of San Diego, Calif., unusual decorative effects have been attained in passenger planes by gluing or otherwise applying leather upholstery materials to internal plywood wall panels—a process which is said to be no more expensive than conventional paint-finishing operations due to the time element.

For Helicopters, Too

Molded leather containers, instrument mounts, and similar articles or parts have been used in virtually all



Boeing aircraft test pilots prepare for a test flight in a "Stratocruiser". If they don't appear to be entirely comfortable, you can be sure it's not because of those roomy leather-upholstered seats.

Hoffmann-Stafford

Leathers of Distinctive Tannage

For Garments, Gloves, Sporting Goods and Specialties



For
WORK
or
PLAY



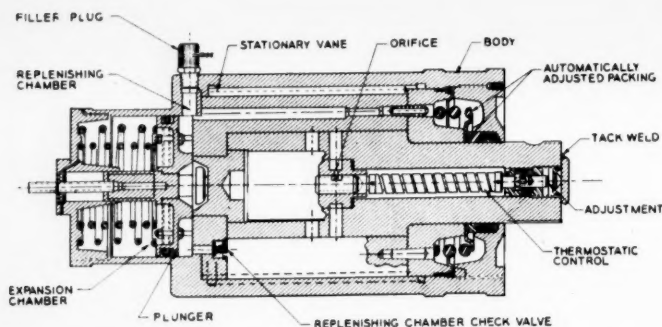
It takes more than workmanship to make Gloves and Garments—it takes quality leather tanned especially for this type of product. Style and comfort are assured with Hoffman-Stafford Glove Soft Leathers in your line.

HOFFMANN-STAFFORD TANNING CO.

1001 West Division Street



Chicago 22, Illinois



A cross-sectional view of a Houdaille shimmy damper, showing a typical leather packing installation in an aircraft hydraulic system. Dampers prevent landing gear vibrations.

types of helicopters in order to reduce the number of failures that could be anticipated due to vibrational stresses—which probably constitute the number one nemesis for rotary-wing aircraft. The moldings in this case are generally made in a conventional manner—by cutting or stamping appropriate leather blanks so that the latter can be softened and molded with heat and pressure—after which the molded parts are trimmed and assembled (usually with cold-setting adhesives, such as the casein adhesives which have maximum vibrational resistance).

And Jets

In jet propelled aircraft, the same as in conventional propeller-driven passenger planes, leather packings and gaskets have been supplemented but not replaced by packings or gaskets made from synthetic rubbers and other recently-developed materials. For a while, it seemed probable that Silicone-plasticized rubber products would surpass leather in this respect; but since then North American aircraft engineers at Los Angeles have discovered that most of the advantages of Silicone rubbers can be equaled or exceeded—at least, in the manufacture of packings and gaskets—simply by using Silicone resins as leather processing materials.

For example, where Silicone-rubber gaskets can stand up at operational temperatures of less than zero to about 500° F., Silicone-leather gaskets can withstand temperatures ranging from sub-zero to about 650° F.

Silicone resins are used as polymerizable on non-polymerizable greases, fluids, emulsions, etc., much the same as other leather-processing materials. The fluids have no appreciable tendency to "gel" or harden even at elevated temperatures, as long as they are not catalyzed. If the liquid substances are catalyzed for polymerization, the greases or fluids can serve as impregnants for leather products which must be molded with heat and pressure into packings or gaskets with maximum thermosetting properties such as rigidity, chemical inertness, etc.

Aircraft Uses For Leather

Generally speaking, packings and
(Continued on page 25)

LEATHER and SHOES—July 30, 1949

CHROME SPLITS ★

FOR GLOVE,
GARMENT AND
SPORTING GOODS TRADE

COW BELLIES ★ ★

COW SIDES ★ ★ ★

HORSE FRONTS ★

LAW
TANNING
COMPANY

401 SO 7th ST.
MILWAUKEE
WIS

New Uses For Leather

By Eva Collins

Leather has scores of yet untried markets for its products. The formula: imagination plus promotion. Here's a gal with plenty of stimulating ideas—and a lot more a-coming.

NOW TAKE those multi-colored leather swatches the tanners pass out—soft, pliable leather. Take a batch of these bright pieces, say about four inches square, and sew them together with bright-colored thread. What do we have? A wonderful and practicable crazy-quilt. Sew it to any old cotton or wool quilt and we have a thing of enviable beauty, novelty and durability. The underneath cotton or wool portion may wear out, but it can be replaced. The upper surface—the leather portion—goes on forever, easily cleaned, of permanent value, and rich in appearance. Practical? Just think of all the scrap leather, three or four square inches in size, that could be so utilized? How wonderful such a quilt would be for a children's sleeping room. Or for summer cottages. And, for that matter, even in the master bedroom.

MEN'S SUEDE or brushed leather shoes and jackets are growing in popularity. Well, why not men's suede leather hats to match, or of contrasting color? Can you think of anything smarter? And bet your last dollar the men would wear them. Sure, the hats would cost a little more, but there's still a wholesome market potential. And less expensive hats carrying the same jacket-shoe-hat combination theme could be achieved by using part felt and part suede. For instance, a suede band of color to match shoes. And the band removable to be replaced with a band of matching or contrasting suede color, as desired. Suede hats—rich looking, practical, novel, masculine. And in texture, how much essential difference is there between suede and felt?

NOTE THE luxurious luggage compartments in the new cars, and all the merchandising to-do about the roominess of these compartments. Note too the emphasis on selling

"extras" or accessories with the new cars. Not high pressure, either. Surveys show that buyers want the accessories. Well, if car-makers are talking up their roomy and luxurious luggage compartments, why don't they include the luggage—leather luggage—made especially to fit into the compartment? The luggage would, of course, be removable, rich looking in or out. People who might never consider buying new luggage otherwise might heartily accept new luggage as an attractive accessory in the new car.

WHEN nickles, pennies, dimes are stuffed in kids' pockets, they are frequently lost in the shuffle of play-time. So—how about a novelty leather money belt for kids? About three inches wide, with a zippered flap for the small-change pocket. Place a small ring or two to hang keys on, or perhaps some novelty "charms", etc. Plenty of color and decorative effects. Would be sure-fire as a combination novelty and practical item.

LEATHER CAPS for boys. Very practical. And attractive, too. Could be made in colors, or in two-tones. Fabric or cloth caps don't have the durability, may fade or lose shape after washing. But leather is washable with a damp cloth. And leather will wear and wear.

And while we're on the subject—why hasn't some one sold the idea of leather baseball caps? A few perforations or eyelets in the hat would provide the necessary ventilation. And a baseball player's cap takes plenty of punishment, requires frequent washing. Leather caps could be cleaned quickly and simply in the clubhouse—damp cloth, or soap and water.

THE RADIO and television sets get fancier and more beautiful. They are sold almost as much on the basis of eye appeal—an attractive

piece of furniture—as for entertainment value. Take the front portion of the radio, the "face". How about leather? Tooled, embossed, grained, etc.

THINK OF ALL the strips of leather that go into the waste pile to become leather scrap. Some enterprising firm could take these strips and rivet or stitch them together in small circles like a daisy chain, link fashion, and sell them as attractive dog leashes. They would be better than the single strips of leather in that they would be more flexible or resilient, won't choke the dog.

TAKE VENETIAN blinds. The wooden ones soon become paint-chipped under the sun's rays; or the wood deteriorates; or the surface becomes spotty. The all-metal blinds, easier to clean, but have that "stiff" appearance for a homey, friendly room. So in comes leather. Wooden slats could be covered with leather. The color could be in harmony with the color scheme of the room. And never forget the "richness" of leather's appearance—a positive decorative asset to any room. Easy to clean, too.

WOMEN'S wrist watch straps are becoming monotonous from a designing standpoint. The same simple double cord, or perhaps a strip of plastic. Well, why not some feminine and novelty leather straps? Suede, for instance, or other soft leathers. Use of nailheads, cut-outs and other decorative touches. And why not sold three or four or a half dozen in a package—in different colors or designs to match different costumes, or to be worn on different occasions? Why sell a single watch strap at a time—to be replaced only when worn out? A little imagination here with leather might find a boom market. And the same goes for the men's straps, too.

Occupational & Safety Leather Belts

By Stanton Tiernan

One mfr. has a unique specialization—making occupational belts that must guarantee life and limb.

TJ. O'CONNOR & Sons, Baltimore, Md., have a unique specialization: the manufacture of all types of occupational and safety leather belts. Such belts not only serve an almost infinite variety of commercial purposes, but necessitate an extremely high degree of quality and workmanship to provide the dependability to guarantee their users against the risk of loss of limb or life.

Safety belts for window washers on high buildings are made of leather chiefly. They attach by means of clamps and "D" rings to the sides of window casings. If one clamp fails, the wearer still has a good chance by virtue of the other clamp which is strong enough to hold the weight by itself.

Telegraph, telephone and electric linemen use belts similar to those of window washers, though their belts contain a separate leather strap which is hitched around the pole as well as to the waist. Iron structure and bridge builders wear "harnesses" of heavier leather, provided with large pockets and loops for the various bolts and tools they must have at hand.

Policemen and other law officers who carry firearms have special leather cartridge belts with handcuff and "billy" holders and quick-release pistol holsters. As a more peaceful corollary, golfers are provided with a belt with loops for holding wooden tee pegs instead of bullets.

After the use of Sam Browne belts was discontinued by our Army, the O'Connor firm sold its surplus stock of these belts to one of the South American republics for their officers. Other Latin American republics keep up orders for such belts to dress their military men. Mr. O'Connor believes the Sam Browne belt to be highly efficient for toting magazine pouch, first aid kit, water canteen, and holster. He is of the opinion that our own military forces will one day readopt this "all-purpose" belt.

Life preservers which contain cork blocks providing a buoyancy of about 25 pounds for each six pounds of cork, employ the Sam Browne leather belt principle for shoulder support. Fishermen's leather belts with attached leather straps to carry bait box and a heavy socket for rod rest, are another product of the firm.

Miners' belts adapted to hold the

battery for electric head lamps are a large seller. But firemen's belts, designed to carry ax and other firefighting equipment while the wearer climbs ladders, for some unaccountable reason never became popular.

Money belts and airplane safety belts—some of the latter made of leather—are also manufactured here. Wide, corset-like waist supports of leather, studded with brass rivets, are built to protect the innards of motorcycle and rodeo riders and auto-stunt drivers. Parachute jumpers' belts and deep sea divers' belts, often made of walrus hide which withstands the action of salt water, offer a high and low occupational contrast among the belting items made by the firm.

Operating such a manufacturing enterprise requires the highest degree of conscientiousness in the selection of leathers and the workmanship going into the product. It is quite obvious that even minor failings in the product—such as broken threads in the stitch, or mild deterioration of the leather—could mean the difference between life and death in the risky occupations for which these products are made. As one O'Connor employee said, "This is one business where a mistake isn't forgiven."

LEATHERS
by *Greenebaum*
NORMIL
For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.
J. GREENEBAUM TANNING COMPANY
CHICAGO MILWAUKEE BOSTON

NEW DEVELOPMENTS --LEATHER GOODS

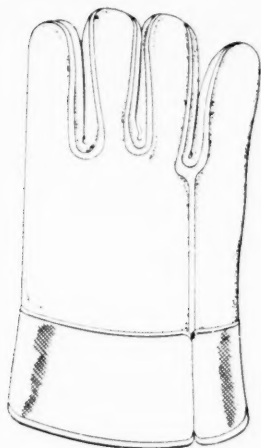
Work glove with re-inforced seams . . . Secret billfold compartment . . . Small change glove . . . Skin-fit glove . . . Compact billfold . . . Compact key case.

Work Glove with Re-inforced Seams

The work glove illustrated incorporates one feature: a construction that guarantees against a short-lived glove owing to breaking away of the stitching. The basic idea of this construction depends on the fact that the threads used in fitting together the parts of the glove are subject

ated by the stitching of the parts are coated with waterproof cement. The cement used must hold permanently, and to accomplish this other factors enter, as perhaps the roughing of the area to be coated with cement so that the cement will penetrate into the pores of the leather.

(Source: Pat. No. 2,462,787; Robert Steinberg, Great Neck, N. Y.)



to rapid deterioration through both abrasive action and rotting.

Gloves are made inside out. However, in the making of the glove in this manner, when the glove is reversed, these seams or joints create a kind of valley or depression between the parts joined together. It is in these grooves or valleys that much wear is given the glove, as grit, moisture, and perspiration collect in these grooves.

Whether a chain or lockstitch machine is used in fitting these parts together, the abrasive action of dirt will break the chain of a chain stitch, causing the entire glove to disintegrate, or the chafing action of the dirt or grit will break the lock in the lockstitch.

The key to this new construction to guarantee against deterioration is that all the valleys or grooves cre-

Secret Billfold Compartment

Figures 1 and 2 illustrate a complete billfold incorporated into a conventional construction. Figure 1 reveals that this extra or complete

billfold is completely detached from the main billfold save for the nib at the end or beginning of the zipper arrangement. Once the bills are encased within this extra fold, it may in turn be folded into half its length.

Figure 2 reveals the need for this folding into halves—that this extra billfold may be slipped into the left hand of the master billfold. And when it is fully inserted in this manner, the zipper functions to close two openings, thus making of the extra billfold a secret billfold.

(Source: Pat. No. 2,458,711; Simon Knee, Newark, N. J.)

FIG. 1

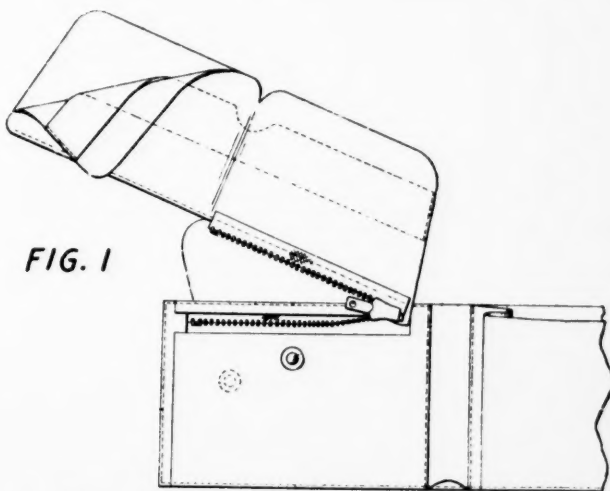
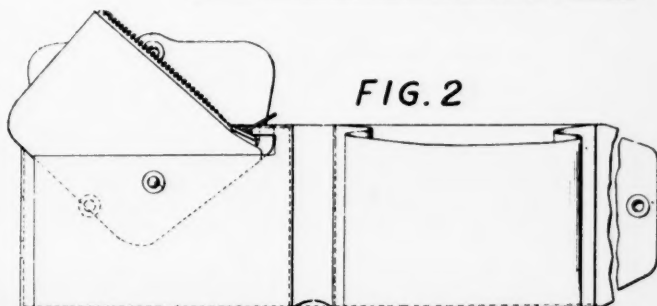


FIG. 2



Skin-Fit Glove

This construction promises a glove that will yield in movement as does the skin of one's hand, always constant without wrinkling or bunching.

The shaded lines in the illustration indicates a clever kind of elastic material that will contract and expand either lengthwise or crosswise or both ways at the same time. A modern glove-fitting glove should be such in fact—hence the introduction of this any-way-pull kind of elastic material.

This special material is used only up as far as the wrist opening, and

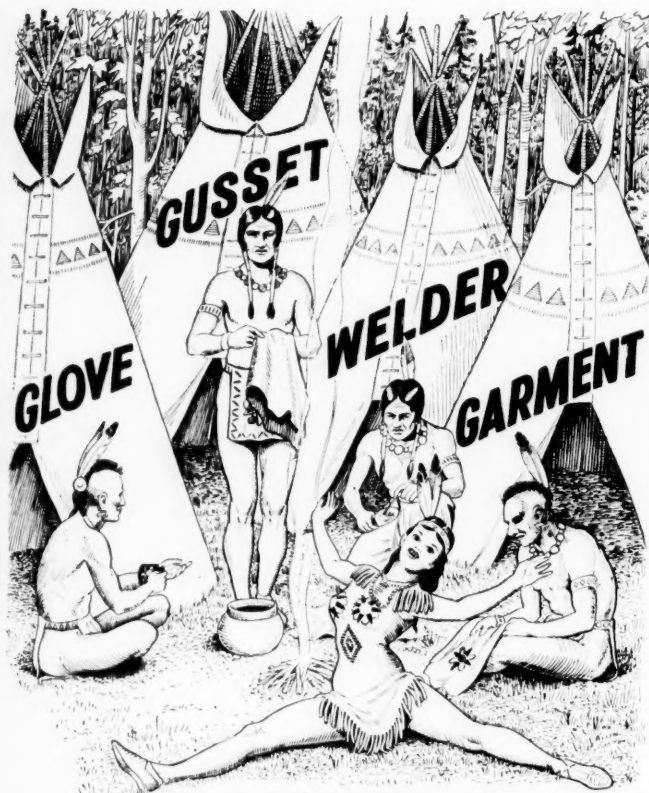
down as far as the top sides of the fingers.

The construction is designed so that the palm sides of the fingers roll up over the sides of the fingers and are stitched to the top material almost on the top sides of the fingers. A strip of leather is fitted into the inside of the thumb and up over the tip of the thumb. This is to save the upper material from wear and strain encountered in such activity as golfing.

There is another reinforcing strip extending from the top of the forefinger up to the top of the glove,

also to restrain the excessive stretch of the elastic material.

All seams are outside seams; that is, the parts between the fingers, for example, are brought together so



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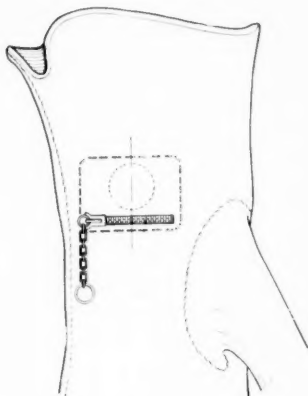
that the inside is smooth, with the outside raised seam lending added strength to resist abrasiveness.

In use, this glove conforms to every action and turn of the hand, so that at no time does the back of the glove and the back of the thumb section ever leave the hand to form a wrinkle or ridge.

(Source: Pat. No. 2,447,951; Edward C. Lindfelt, Des Moines, Iowa.)

Small Change Glove

The construction of this unique coin pocket is so simple and obvious as to need little description—nothing more than a pocket sewn into the



glove palm, or a "patch" pocket with a near zipper arrangement for which a bottom can be substituted. The coin is simply squeezed out.

(Source: Pat. No. 2,421,412; Katherine E. Dodge, N. Y. C.)

Compact Billfold

One views in Figure 1 a construction involving only a single piece of leather in the first step of making, with a lone stroke of a clicking machine.

Figure 2 proceeds with the next step, turning or folding over the

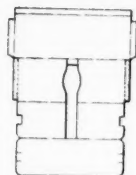


FIG. 1

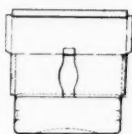


FIG. 2



FIG. 3



FIG. 4



FIG. 5

bottom section. Notches and slits are incorporated in the cutting or clicking operation.

Figures 3 and 4 show how an inner wall may be incorporated in this construction. This inner wall is fastened only to the tabs made by the slits shown in Figure 2. The little raised part fits neatly into the slots shown in the second from the bottom section of Figure 1.

Folding flaps are introduced so as later to be cemented or stitched down over the respective layers. All the stitching together of the folds is done longitudinally or on the ends. This guards against undue lumpiness in folding.

Figure 5 not only reveals how the billfold neatly folds but the skillful uniting of the divisions. Also, one should observe the metal piece of U shape to hold the billfold securely clamped.

(Source: Pat. No. 2,456,300; Joseph C. Miller, Compton, California.)

Compact Key Case

In studying Figure 1 the cutting of this case needs only one die, if done by machine. The top edge is overlapped about a quarter of the distance down; then this unit is next folded in halves, leaving the construction as shown.

The method of holding the keys consists of a kind of locking protec-

tion. A pin that is inserted in the case to hold the keys. To keep the keys from falling off the pin, and to prevent the case from spreading apart from this pin, a little locking ar-



range is provided. The construction of snap-on spring is attached as clothes are to a line, except that once the clip is on the pin may revolve.

Still more unique is the method of joining these two clips so that they may be handled as one and that the keys may be held within the confines of the case.

(Source: Pat. No. 2,462,206; Alan W. Magee, Elwood City, Pa.)

Aircraft...

(Continued from page 20)

gaskets for aircraft are used as follows:

(1) To permit the air-tight or leak-proof assembly of engine or power plant components—especially those components which must retain fuel, oil, or water.

(2) To seal the assembled parts of pneumatic or hydraulic equipment for the efficient operation of flight controls, wing flaps, landing gear retraction mechanisms, etc.

(3) To isolate or seal electrical components for the efficient operation of motors, radio equipment, etc.

Except where the extreme flexibility of elastomeric materials is mandatory, or where low cost is the primary consideration, leather packings or gaskets can meet specifications for virtually all of the above applications and are especially desirable when:

(1) Maximum durability is essential to prolonged and safe operation.

(2) Packings or gaskets must meet fairly close dimensional tolerances.

(3) Rigidity or semi-rigidity is necessary for the rapid, efficient, and permanent assembly of aircraft parts.

In addition to the above advantages, Silicone-impregnated leather packings or gaskets are highly resistant to chemical action and to extremely high or low temperatures. The latter qualifications are particularly important in the selection of parts for aircraft which must be flown in arctic regions or at very high altitudes (since low temperatures cause most materials to become brittle and easy to break); also, in the selection of parts for jet-propelled aircraft which encounter extremely high operational temperatures due to air friction at or near the speed of sound.

● Creditors of Harko Leather Sportswear Corp., New York City and Bridgeport, Conn., manufacturers of leather jackets, have approved the firm's offer of 100 percent payment in deferred payments, it is reported. Initial payment, to be made shortly, will consist of 13 percent, comprising the 10 percent due in June and three percent due in July. Payments of various amounts will continue through April 1950. The company listed liabilities of approximately \$42,000.

● The American Thread Co., New York City manufacturers of industrial and domestic threads, combed and mercerized yarns, has acquired a tract of some 200 acres at Sevier, N. C., where it may erect a new finishing plant. Plans are being considered at present.

● Pacific Hide & Leather Co., Inc., dealers in imported and domestic leathers, has recently moved its San Francisco office from 50 Hawthorne St. to the Western Merchandise Mart, 1355 Market St. The firm also has offices in Los Angeles.

● Algene Mfg. Corp., Long Island City leather goods manufacturers, has leased a building at 23-13 37th Ave.

● Leather production May accounted for 1,942,000 hides (including kips for side leather) plus 145 hides for unlisted uses. Average monthly consumption of hides for leather for the first five months of 1949 has been 2,039,000 hides as against 2,173,000 in 1948.

● During May, Argentina exported a total of 654,000 cattlehides, mainly to England and Holland. For the eighth consecutive month, the U. S. did not receive a single hide from Argentina.

● The Du Pont Co. was owned by 99,663 different stockholders as of June 30, an increase of 2,224 over the number reported at the end of the first quarter and an increase of 5,419 over June 30, 1948. There were 82,116 holders of common stock and 23,756 holders of preferred stock at the end of June. More than 41,500 stockholders are women.

Quarterly Market

Novelty Leathers

There was but moderate change in second quarter novelty activity as against first quarter, and this change has been downward. A few substantial sales have been made but these, when added together, have not amounted to much.

Sheep leather holds fairly firm in price. Very best russets for large pattern novelty use bring as high as 27c. The quantity at this price is very small as such skins are far from plentiful. From there down to about 20c, there is spotty demand from makers of hat-sweat and belt linings. Below 20c there are grades that take care of suspender and other small pattern needs. Generally prices are off but about one cent from those prevailing during the first quarter.

Pig prices are lower with demand small. Best imported full grain pig

brings up to about \$1.00. Domestic tannages vary widely in price; raw-stock, tannage, substance, etc., dictate quotations. Snuffed pig brings between 20 and 45c. Genuine African ostrich gets moderate business; Emu is spotty. Seal is quiet.

Demand for snake leathers is fair to good. This has been so since the first of the year. Very best extra large cobra skins bring between \$1.30 and \$2.00. Extra large ermine bring up to 85c. Lizard and alligator skins picked up during the past month or so. Prices are slightly below those prevailing during the first quarter.

Lizard and alligator business continues fair to good. Prices remain

the same as during March. The different types of alligator pieces bring between \$2.50 and \$3.50. Calcutta lizard supplies are slightly better with a resulting slight reduction in price. Good skins can now be bought at 10 to 11c an inch. Alligator lizard supplies, too, have increased and prices are off about one cent. This brings today's quotations to 11 to 12c for good stock.

Many mark-downs have been made in novelties at the retail level and old stocks are being rapidly cut down. Buyers are just beginning to think about Christmas stock and makers believe that the entire novelty trade will soon experience a fair up-swing.

SECOND QUARTER PRICES

Month	FG Pig	Cor'd Pig	Ostrich	Emu
April	65-70-75	20-50	\$1.60	75-90
May	60-65-70	20-45	1.60	75-85
June	60-65-70	20-45	1.60	75-85

Month	Cobra	Ermine	Al. Lizard	Cal. Lizard	Alligator Pcs.
April	\$2.00-2.10	80-85	12-13	11-12	\$2.50-3.50
May	1.90-2.00	80-85	11-12	10-11	2.50-3.50
June	1.90-2.00	80-85	11-12	10-11	2.50-3.50

Dress Glove

The second quarter has been one of frustration for glove leather tanners. Glove manufacturers have concentrated on reducing their stock—and buying nothing unless necessary. Normally at this time, tanneries are hard at work producing leather for fall gloves. This year, the glove manufacturer has held off on orders, and the tanner has kept his inventory of raw stock at an alarmingly low minimum.

The quarter saw price adjustments on cape and cabretta leathers amounting to five cents per foot. This reflected the price drop in the raw skin market during the first quarter. Pigskin prices also suffered a three to five cents drop per foot although pigskin leather has been in more demand than other types of glove leather. Prices are difficult to pin down as much of the pigskin sales are made on a lot basis. Deerskin sales have been fair with all grades in demand. Some dealers cut their prices five cents per foot but others refused to

lodge and realized old prices. Light inventories supported the market.

Nobody knows accurately the price of domestic grain leather. Prices range from a top of 26c to a pigtex grade at 15c. Bulk of the business has been done at 20 to 22c for the plain and 15 to 18c for the pigtex. Ladies domestic suedes dropped four cents per foot for the ones and two cents for the seconds. Mens domestic grey suedes sell for about 36, 30 and 24c with little demand and very few offerings.

From present indications there will be very few price changes during the third quarter of the year. Raw skin prices on cabrettas, pigskins and deerskins have suffered a further drop during the past quarter even though it was modest and orderly. This will not affect the price of finished leather.

There should be a firming in the price of Domestic leather. On the basis of the last New Zealand sales, domestic grain leather costs roughly about twenty-one cents laid on the table. The better skins, which are needed in this market, are scarce.

Grade	Cabrettas		Grey Peccaries		Deer Skins		Domestic Grains		Mens Grey Domestic		Ladies Domestic Suedes	
	1st Qtr.	2nd Qtr.	1st Qtr.	2nd Qtr.	1st Qtr.	2nd Qtr.	1st Qtr.	2nd Qtr.	1st Qtr.	2nd Qtr.	1st Qtr.	2nd Qtr.
1	75	70	95	92	55	55	33	26	40	36	40	36
2	70	65	80	77	50	50	30	22	32	30	32	30
3	65	60	65	60	45	45	27	20	24	24	26	24
4	60	55	45	45	35	35	24	18				
5	50	45	35	32	25	25	21	15				
6	35	32	25	20	20	20						
7	28	25	20	14	15	15						

Garment Leathers

The second quarter was even more disappointing to sheep tanners than the first. Garment makers continue to claim that sheep is priced far out of the market. Both suede and grain suffer with grain practically at a standstill. Strangely enough, it is the very best tannages that get what little business there is, even though prices of such leather are higher than average. When garment suede is wanted it is apparently for the luxury trade. There is no volume trade in garment sheep so far this year. Tanners of shoe leathers agree that any appreciable demand for garment leather would quickly exhaust the short supply of raw skins available.

Australian and New Zealand raw skin prices have not fallen enough to make any difference to this market. Furthermore, it is said that the minute American bidders show signs of activity, the New Zealand auctions take on a frenzied atmosphere. With present day managed currencies and international trade agreements and disagreements, the law of supply and demand has become side-tracked. This is especially true of the sheep skin market. Goat-skin dealers, too, complain of the same upsetting conditions.

The following prices are for stand-

Report — Specialty Leathers

ard tannages. Some lines bring less by a cent or two.

SECOND QUARTER AVERAGE PRICES—SHEEP

Range of prices
27c 25c 23c 21c 19c 17c 15c 13c 10c and down.

Horse garment leather fares much better. Demand continues good and, with supplies limited, this means a firm market. All tanners of this type of leather are sold ahead. They claim that from here in the supply will steadily dwindle.

During the second quarter prices have remained firm and steady. Buyers have made efforts to get their horse leather cheaper and have advanced some pretty plausible arguments. Tanners, on the other hand, have turned a deaf ear to such arguments. The following prices are for

the four regularly quoted grades of standard tannages.

SECOND QUARTER AVERAGE RANGE—HORSE

Month	Range of Prices
April	39c 37c 35c 33c 31c
May	39c 37c 35c 33c 31c
June	39c 37c 35c 33c 31c

Work Glove

The work glove leather market is one of the few to have remained fairly steady during the 2nd quarter of 1949. In some ways, it showed slightly more strength than in the 1st three months of the year.

Although vacation periods left their mark on the volume of business done, midwestern tanners report brisk sales throughout April, May and June. Specialty tanners, in particular, en-

joyed active selling at prices generally steady to 1c higher, according to the quality involved.

The improved tone evident in both buying market and price structure was due in part to the increasing strength shown by the raw stock market. Because of this, most tanners were able, despite some buyer resistance, to hold their price listings on a fairly steady basis.

During both the first and second quarters, tanners' production of work glove leathers kept pace with manufacturers' demand. This resulting in little if any accumulation of stock. Recently several tanners have persistently predicted price advances in glove splits. This depends, of course, upon the raw stock market showing continued strength and glove leathers maintaining a good volume of business.

In the majority of cases, glove splits are quoted at 19, 18 and 17c for light-medium weights on No. 1, 2, and 3 grades, respectively. Specialty tanners, however, are obtaining approximately 1c above this range and, in some cases, 2c more. Tannery run glove splits are popularly priced at 18c, although this varies according to quality.

From all present indications, the outlook for the third quarter of 1949 is fair enough. Most tanners feel that leather glove manufacturers will be active in the market during July, Aug. and Sept. to fill requirements for the coming fall and winter.

SECOND QUARTER AVERAGES

Grade	April	May	June	Qtr. Avg.
No. 1	29c	19c	19c	19.33c
No. 2	19c	18c	18c	18.33c
No. 3	18c	17c	17c	17.33c

Belting

During the second quarter of 1949, leather belting business was down 30% to 50% as compared to the same period last year. This figure shows a drop in actual volume of business—pounds delivered. The decline has hit all types of belting: transmission, textile, etc.

Very recently there has been a flurry in rough bend butt business with orders coming through from all over the country. The rough leather tanners say this indicates that factory belting must be in demand right now. No one knows if this will con-

Bag, Case and Strap

Optimism of bag, case and strap tanners, so keenly evident in the first quarter of 1949, failed to materialize as the year reached its midway mark. Contrary to the industry's general hopes and opinions, the market showed even greater weakness.

Again in the second quarter, reasons for the failure of business to come up to tanners' expectations are fairly obvious. Ever-increasing consumer purchases of large selections of plastic merchandise rather than leather goods has cut into the market much more seriously than anticipated. "Plastic merchandise", of course, refers primarily to the luggage market. However, other plastic articles, such as women's purses and handbags, have taken a heavy toll in retail sales. For this very reason, tanners' operating activities have been on a steady decline during the entire year, as have prices.

Added to this, manufacturers of luggage, brief cases, wallets, and women's purses have had to contend with the 20 percent luxury tax on the retail price—as well as high retail prices. Today there is a ray of hope in this situation. A bill has been introduced in Congress by various legislators seeking to cut in half all excise taxes, including the luxury

tax on leather goods. If passed, this would undoubtedly help to bolster retail sales of leather goods. The industry can only watch, wait and hope for developments in Washington.

The second quarter leather price structure fell approximately 2c lower than in the first quarter. This applies to tanners' official price listings. It is generally accepted that prices on large or fair sized orders averaged about 5c less. More price concessions were reported in the second quarter than for some time previous. In addition, volume business has declined considerably, inventories are lower, and consumers are inclining towards selection purchasing.

A good example to indicate the decline in tanners' operating activities is the report by one large Midwestern tanner that, on March 31, inventory of sides amounted to 16,000. The following month showed an inventory of 13,000, in May it slid to 8,800 and on June 30 it dropped to 5,500.

The next 30 days will bear watching. Tanners optimistically point out that leather sales will increase during this period due to the fact that manufacturers have yet to fulfill necessary orders for the coming Fall and Winter seasons.

FIRST QUARTER AVERAGES

Month	2 Ounce	3 1/2 Ounce	4 Ounce	5 Ounce
April	58-15-17c	51-48-45c	58-55-52c	62-59-56c
May	45-43-40c	49-46-43c	56-53-50c	60-57-54c
June	43-40-37c	46-43-40c	53-50-47c	57-54-51c
Average	45-42-39c	48-45-42c	55-52-49c	59-56-53c

tinue, but it is definitely a trend in the right direction. On the other hand, many Philadelphia tanners feel that most of the orders came from factories forced to order replacements.

Waist belting got off to a slow start, but has picked up with volume of orders increasing steadily. It is now considered very good, with every indication that it will continue to do well for many months to come.

Hide prices are lower than second quarter of last year. A year ago they were .23 to .30, and the prices have been gradually declining. Currently native hides sell at .19½ to .20. This second quarter shows a better quality hide than the first quarter of 1949. This, combined with the fact that the cost is lower, should show an improvement of business. However, as one tanner put it, "its the old law of supply and demand and there just isn't the demand".

Price lists of curried bend butts have shown a steady decrease since the end of April. The current lists show some items as much as .09 lower than prices quoted in May. Prices of rough bend butts for the second quarter vary a few cents from lists of the first quarter—some items a trifle higher and some lower.

SECOND QUARTER PRICES

No. 1 ex. heavy	.....	.89
No. 1 ex. light	.....	.98
No. 2 ex. heavy	.....	.86
No. 2 ex. light	.....	.95
Double rough shoulders; med. 56-57, heavy	.....	.55

CURRIED BELTING

	Bst	2nd	3rd
Bend butts	1.14	1.10	1.06
Centers 12" to 24"	1.43	1.33	1.23
Centers 28" to 30"	1.33	1.28	1.21
Wide Sides	1.04	1.00	.93
Narrow Sides	.96	.92	.83

Because July is always a slow month and since the volume of business is low, tanners are curtailing production. Some are working at 40% of capacity. Some feel it is cheaper in the long run to keep at 100% capacity. All are working at some capacity—none are closed down. With few exceptions tanners do not foresee any real improvement in their business until the general market picture is brighter.

● Sales of retail luggage stores in May were three percent ahead of April four percent less than for the same but the first five-months totals were period a year ago.

● Losses in livestock up to \$200 million annually for American ranchers are feared in the current epidemic of foot-and-mouth disease, now rampant in Mexico, should get out of control, the Dept. of Agriculture reports. However, the disease is reported temporarily under control after three years of an intense vaccination and quarantine program.



Massachusetts

● Knapp Bros. Shoe Co., Brockton manufacturers of men's medium dress shoes, is reported seeking additional factory space. The firm is currently operating two Brockton plants at full capacity and is seeking 80,000 additional space in or near Brockton.

● Assets of Whitman Bags, Inc., Boston handbag manufacturers, have been sold at a receiver's sale, it is reported.

● Kirby Shoe Co., Haverhill footwear manufacturers, is reported no longer actively operating. Interests of Benjamin A. Markell and Mutual Shoe Co. of New York City have been retired and the balance consolidated with Kramer Shoe Co., Inc., Haverhill, operated by Barton Kramer.

● First and final dividend of 26 percent has been paid to creditors of Condon Leather Co., Inc., North Abington manufacturers of cut soles, it is reported.

● Allan Lash, president of Coronet Shoe Corp., Haverhill shoe manufacturers, also holds the same positions with the Coronado Shoe Corp., now being organized in Lawrence. The new firm will manufacture women's shoes and will have no connection with the Haverhill company.

● Remaining personnel of the Daytimer Shoe Co. of North Adams, have been transferred to the newly-acquired plant in Worcester, formerly owned and operated by the Rasmussen Shoe Co. The Daytimer Co. will produce shoes formerly made by Rasmussen. No immediate plans have been made for the Worcester plant.

New Hampshire

● An unidentified shoe manufacturing concern, said to be one of the largest in New England, may soon open a factory in Berlin, according to Alf Halvorsen of the Berlin Chamber of Commerce. The chamber is negotiating with the firm to transfer its operations to the Lemieux-Oliver building, formerly occupied by the Granite State Rubber Co.

Maine

● Philip W. Lown, president of the Lown Shoe Co., Auburn, has given a gift of \$10,000 to Brandeis University, Waltham, Mass. Lown is president of the Maine Jewish Council and has long been active in civic and industrial affairs in the Auburn-Lewiston area.

New York

● H. Sexton Co. of Norwich, Eng., will soon produce exact reproductions of shoes by I. Miller & Sons, Inc., Long Island City, for sale in the United Kingdom.

● Ben Slotte Co., New York City manufacturers of belts and leather accessories, has suspended operations since the death of Benjamin Slotte. The firm may not resume activities, it is reported.

● Alexette Glove Corp., Gloversville leather glove manufacturers, have purchased another Gloversville plant at 83 Bleeker St., formerly operated by the Gloversville Auto Glove Co. The new factory will be used to supplement operations at the main plant.

● S. Enzler & Sons, New York City manufacturers of leather goods, has filed an amended plan under Chapter XI. The firm has remade its first offer of 25 percent in cash and offered an alternative of 100 percent over a period of 19 months, with the company's affairs to be supervised by a creditors' committee.

● Fleming-Joffe, Ltd., New York City manufacturers of reptile leathers, will present a showing of its lines in fashion colors for St. Louis Shoe manufacturers on Aug. 2-3 at the Hotel Jefferson. Morris Joffe will be host.

● Isreal Berman, president of Melrose Slipper Co., Inc., Little Falls manufacturers of sandals and slippers, reports that he has decided to retire from business and that the plant was shut down on July 8. Unless a buyer is found, stock and machinery will be liquidated and the building offered for sale. The plant employed from 300 to 500 workers and has been operating since Jan. 1, 1934. Berman has been in ill health for some time.

● Two Malone men, Michael Boumansour and John Duquette, have purchased the main plant of Consolidated Footwear Corp. on Catherine St. Sale price was reported to be \$25,000. The property was sold at auction June 30 to Morris Heflin & Co., New York City, for \$16,000 and all back taxes have since been paid up.

Pennsylvania

● The shoe department in Morris Goldberg & Son, Jenkintown department store, will be taken over on the individual account of George Weintraub after Aug. 1, it is reported. Subject co-partnership will not be actively engaged in shoe or leather lines after that time.

New York

● The Federal Trade Commission has ordered Gulf & West Indies Co., Inc., of New York City, and its president, Milton Cohn, to cease using the phrase "French process" or words of similar meaning to designate, describe or refer to chamois skins not actually tanned or produced by the French process. The FTC states that chamois skins sold by the firm were imported

from South America, New Zealand or Australia, rather than from France, and were finished by a Philadelphia firm using the domestic method.

South Carolina

- Involuntary petition in bankruptcy has been filed against Leff's Department Store, Hartsville, it is reported.

Kentucky

- Baus Manufacturing Co., Hopkinsville glove makers, will be closed until early fall unless glove orders show a definite rise before that time. The firm is carrying stock left over from last winter.

Maryland

- Quality Footwear is reported to have been organized recently in Westminster to manufacture footwear. J. Sanders is president and M. Weinberg is vice president.

Ohio

- Stockholders of Ohio Leather Co., Girard calfskin tanners, have approved a plan for the split of the firm's common stock on a four-to-one basis. Shareholders of record July 26 will receive four shares of \$5 par common stock for each share of no-par common held.

Indiana

- The Boston Store, Winchester chain department store, has been succeeded by L. Zattsberg, Inc., it is reported.

Missouri

- Friedman-Shelby Shoe Co., division of International Shoe Co., St. Louis, has opened offices in Chicago in the Republic Bldg. R. E. Sterling, Fred L. Gary and M. L. Raftenberg are in charge.

- Shoe production in the eighth federal reserve district totaled 7.3 million in April, a drop of 15 percent from Mar. and 11 percent from a year ago. Output for the first four months of 1949 totaled 10 percent less than in 1948 with U. S. production as a whole for the same period five percent below that of 1948.

- The Brown Shoe Co. plant in Festus is now producing 1800 pairs of shoes daily and employing some 300 workers. Virgil Vorwerk, superintendent, reports the outlook brighter than for some time with the plant turning out black and brown suede fall and winter shoes.

- As part of its reorganization plans, San Loo, Inc., St. Louis footwear manufacturers, will offer each unsecured creditor \$50 plus 20 percent of balance owed, it is reported. The plan calls for raising of \$24,000 by issuance of a new stock. It is estimated the firm owes approximately \$80,000 to general unsecured creditors of \$500 or more.

- Forsythe Shoe Co., Boston, formerly McNally, Forsythe Co., has

merged with Leathercraft Mfg. Co., contract stitchers. The new organization will make a line of children's pre-welt shoes in addition to its present line of handsewn moccasins.

Michigan

- Bramson Shoe Co., Detroit, is opening a fourth shoe department in Livingston's at Youngstown, O. The department will be completed on Aug. 20 with formal opening scheduled for Sept. 1. Shoe lines will include John Marino, Pallizio, Johansen and Bellaganti retailing from \$10.95 to \$29.95 for dress types and \$6.95 for casuals.

Illinois

- James C. Creighton, in charge of the shoe division with Montgomery

Ward & Co. and two other men were arraigned in Chicago felony court recently on charges of fleecing the mail order house out of \$110,000 in a series of fraudulent shoe transactions. Creighton, with the firm for 23 years, was charged with setting up bogus companies from which he purchased shoes for Montgomery Ward at prices far above their value.

- Operations at the No. 2 plant of International Shoe Co. at Quincy were terminated for an indefinite period after July 13, it was announced recently by W. G. Schneider, plant superintendent. Schneider attributed the closing to a continued decrease in the demand for the type and grade of men's shoe made at the plant. Personnel at the No. 2 plant will be given preference in openings occurring at the No. 1 plant located in Quincy.

LEGALLET

Tanning Company

Tanners of

GARMENT LEATHERS

• LLANA GOAT • LLANA COW

GLOVE LEATHERS

• GOAT • COW • BUCK

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SAN FRANCISCO · CALIFORNIA

Povl Wedseltoft
P. O. Box 11
Oconomowoc, Wis.

—Representatives—

John Dauer
41 Park Row
New York 7, N. Y.

Wisconsin

● The Cooperative Glove Manufacturing Co., formerly of Minneapolis, will open its new plant at Independence on Aug. 15. The firm will employ about 30 persons.

PERSONNEL

▲ Frank J. Stein has been appointed president and director of the Newark Glove Co., New York City.

▲ Charles H. Sommers, Jr., and David L. Eynon have been appointed assistant general managers at the Organic Chemicals Division of Monsanto Chemical Co., St. Louis. William G. Krummrich is division general manager.

▲ Victor Hirshfield, director of research and editorial and legal problems in the Washington, D. C. national office of the United Shoe Workers of America, CIO, has resigned his office. Hirshfield was formerly a Labor Relations Board and helped institute Wage-Hour proceedings to raise Walsh-Healey minimum wages for shoe workers. He has no immediate plans.

▲ Jack Grossman who recently resigned as general sales manager of Avon Shoe Co., Inc., (L&S, July 16), has been appointed general manager, stylist and director of sales for Gregory & Read Co., Lynn, Mass. Grossman is planning to produce a new spring line of women's dress shoes to retail from \$10.95 to \$14.95. Production at the firm is now 3000 pairs daily.

▲ Audrey Gill has resigned as fashion and publicity director for Carlisle Shoe Co., Carlisle, Pa. Manufacturers of women's cemented dress shoes. No successor has been named as yet.

▲ Austin Barnes, purchasing agent for the Solvay Process Division of Allied Chemical & Dye Corp., Syracuse, N. Y., has resigned after 59 years of service. K. E. Hildeth, formerly assistant purchasing agent succeeds him. Barnes bought materials for the Syracuse, Detroit and Baton Rouge, La. plants.

▲ Mannie Shapiro, vice president of Smart Set Glove Co., Inc., New York City, has formed a new firm, M. Shapiro & Co., in the city. Operating with

the trade name of Vanity Gloves, the firm plans eventually to handle all types of gloves.

▲ Irving Russell is now selling for the Foot Flairs Division of Mutual Shoe Co., Marlboro, Mass. He will cover the Ohio, western Pennsylvania, West Virginia, and Michigan territories.

▲ Frank Ross, national manager of E. F. Houghton & Co., manufacturers of industrial oils, chemicals and leathers, has been appointed to the newly-created post of assistant to the vice president in charge of sales.

▲ Kivie Kaplan, vice president of Colonial Tanning Co., Boston, has been elected treasurer of the Combined Jewish Appeal of Greater Boston. Kaplan served as captain of the Shoe and Leather Division in the 1946 campaign.

▲ Caroline Saks has resigned her position as stylist for R. Neumann & Co., Hoboken, N. J. tanners. Miss Saks was formerly shoe editor of Kaleidoscope Magazine.

▲ Joseph Moore, sales representative for Desco Shoe Corp. in Indiana, Illinois and Ohio, has moved to new offices at 209 S. State St., Chicago.

▲ Joseph Dilk, formerly with Carla Shoe Co., Lawrence, Mass. as styleman, is now with Dainty Maid Shoe Co., Inc., Haverhill.

▲ Laird Wilson, of the Chicago office of the American Oak Leather Co., has become associated with Lapham Bros. Co., Chicago hide brokerage firm. Wilson succeeds Edward Shaw, who recently severed connections with Lapham Bros. Co.

▲ Walter J. Reed has joined the sales staff of the Sterling Last Corp., New York City, and will cover the New England territory for the concern in conjunction with Arthur Serling. Headquarters will be at 210 Lincoln St., Boston.

▲ Ernest Hahn, owner of the Hahn Shoe Mfg. Co., Philadelphia shoe manufacturer, was stricken recently by a heart attack while vacationing in the Catskill Mountains. Upon his recovery, Mr. Hahn has announced he will sell his factory.

LABOR NEWS

Although several industrial plants in Dover, N. H. planned two weeks vacation periods beginning with the July 4th holiday, I. B. Williams &

Son, tanners, reported that brisk operations would not permit a shutdown. Instead, according to company officials, a stagger system will be used to give vacations to employees.

The shutdown in 18 Fulton County, N. Y., tanneries completed its second week with neither members of the Fulton County Tanners Assn. nor Local 202, International Fur & Leather Workers Union, CIO, showing signs of reaching an agreement. The shutdown was voted by the Association after a strike at the Independent Leather Co., one of its members, moved into its second week. The Association's decision came at the end of the annual summer vacation period for 10 of the 18 member firms (L&S, July 23).

State Labor Mediator William Hazell managed to get both sides together last week for a three and one-half hour meeting but reported "little progress." He said he would make another attempt "in about a week." Close to 1000 tannery workers were affected by the shutdown when the Association claimed "a strike against one is a strike against all."

A new contract with The Brown Co., Berlin, N. H. manufacturers of shoe innersoles and other products, has been accepted by Local 75, Brotherhood of Pulp, Sulphite & Paper Mill Workers, A.F.L. following a meeting before State Labor Commission and Federal Mediation and Conciliation Service representatives. Under the new agreement, wages remain the same as in 1943 but workers will receive additional benefits. The contract, which runs until June 1, 1950, contains a six-months wage reopening clause.

Members of the United Shoe Workers of America, CIO, local in Haverhill, Mass. have announced that they will provide financial assistance to striking shoe workers in Oidtown, Me. Non-union shoe workers have been on strike at the Oldtown Shoe Co. and Penobscot Shoe Co. for the past seven weeks following the companies' refusal to recognize the USWA as worker bargaining agent. Subscription circulars are being sent to Haverhill workers to raise necessary funds.

BSAC cut sole workers in Brockton have voted for a three-day work week starting August 3, unless ASI arbitrates percentage pay vacation plan and a minimum production plan holding up a new contract. The Union is against a minimum production plan demand by employers for the first time. Workers have been without a contract since July 21.



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

DELAWARE

Leather MARKETS

Side leather firm, calf soft. Sole tanners try to get better prices as hides strengthen. Sheep stronger. Suedes still leading women's leather. Kid sales moderate.

Sole Leather

Expected spurt in sole leather sales still fails to materialize. Despite this, prices are firmer than in several weeks, due mainly to stronger sole hides market. Tanners able to sell much closer to quotations—when they do sell. No trouble with light bends which sell fast when available. Good heavy bends sales which tanners especially want still not found. If and when they do, sole leather tanners will be much happier. Mediums lag.

Light Bends: 62-64c

Medium Bends: 57-60c

Heavy Bends: 57-60c

Philadelphia tanners state that business has been very active in the past week. The hide market has gone up 1-2c a week for the past two weeks, and native hides now sell at 20 1/2c. Sole leather tanners would prefer prices to be lower; however this reflects advantageously on their business for the following reason: the market firming up seems to give people the courage to buy. Sole leather people are now able to sell their factory bends at 1c higher than last week, and get their prices easily. Findings are a bit improved, but still considered very spotty. There seems to be

no indication of real improvement. At the National Leather and Shoe Finders meeting in New York attendance was high, but it seemed that little real business was transacted. Very few Philadelphia tanners did business. Bellies are up to 35c and are going at this price. Heads sold very well last week, prices remaining at 16c. The general picture in sole leather is considered good.

Sole Leather Offer

Boston offal dealers get fair business, report prices firm. Bellies bring up to 35c for best steers, move easily. Cows bring up to 33c with no accumulations reported. A firmer hide market will strengthen these quotations if any appreciable demand continues. Single shoulders have fairly widespread demand with up to 46c paid for good lights. Demand for heavies not so good. Double rough shoulders bring up to 37c for waist-belt stock, up to about 55c for welting stock. Less desirable leather brings several cents less. Demand is strong. Heads and shanks are in but moderate demand, generally described as spotty.

Welting

New demand for regular Goodyear welting holds up well, according to Boston manufacturers. Price is unchanged, holding to a firm 7 1/4c in the face of customer resistance. Makers say price should be 8 to 8 1/4c on the basis of double rough shoulder quota-

WOW!



THEM FELLAS SURE
KNOW HOW TO
TAN MY HIDE!

Tioga Oak

SOLE LEATHER



Eberle quality-control methods make the difference. The consistent uniformity proves there's no substitute for genuine TIOGA OAK sole leather.

- CUT STOCK
- BENDS
- BACKS
- BELLIES
- SHOULDERS

EBERLE

TANNING CO.
Westfield, Penna.

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	90-1.10	95-1.15	97-1.14	1.30-1.48
CALF (Women's)	80-1.02	80-1.02	95-1.09	1.30-1.48
CALF SUEDE	1.00-1.15	1.00-1.15	1.00-1.30	1.45-1.90
KID (Black Glazed)	40-60	45-65	60-85	70-90
KID SUEDE	40-60	45-65	60-85	70-90
PATENT (Extreme)	48-56	48-56	50-60	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	54-58	55-59	60-63	70-75
EXTREMES (Corrected)	45-52	46-53	50-54	60-65
WORK ELK (Corrected)	41-46	44-49	52-55	56-60
SOLE (Light Bends)	62-64	61-64	78-80	90-95
BELLIES	32-35	32-35	39-41	44-47
SHOULDERS (Dble. Rgh.)	50-55	49-55	53-66	77-80
SPLITS (Lt. Suede)	37-43	37-43	40-45	41-45
SPLITS (Finished Linings)	20-23	20-23	25-27	27
SPLITS (Gussets)	17-19	18-19	21-27	21-22
WELTING (1/2 x 1/8)	7 3/4	7 3/4	9 1/2-10	11-11 1/2
LIGHT NATIVE COWS	23-24	22-23 1/2	30	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

tions. Specialty welting having its best year and demand, growing. Advertising and promotion has played a big part in the wide acceptance of this material. Synthetic welting continues to enjoy strong call from makers of stitchdowns, cheaper welts, pre-welts, etc.

Calf Leather

Boston tanners report mixed conditions. Prices of heavy leather dropped in last week's trading and further reductions are now taking place. Very best selections on H weights have good call but lower grades and medium weights find few buyers. In women's weights there is little new business in grades above 60c. At that price and down there is fairly good call. Suede calf sells fairly well but there is no line forming as in previous years. Top selections, small in quantity, move easily. Grades between 80c and \$1.00 in price get moderate business. Grades below 80c well sold up.

Men's weights: B 90-1.05; C 85-1.00; D 75-94; X 70-84; XX 60c.

Women's weights: B 85c-1.00; C 80-92c; D 77-89c; X 65-81c; XX 55-65c.

Suede: \$1.10-1.20; \$1.03-1.10; 90-93c.

Kid Leathers

Philadelphia tanners report that there has been a slight pick up in business, with orders spreading out into the medium priced suede and glazed leathers. However, with the rawskin market still firm, and tanners unable to get any increase in their prices, the general picture is still not too good.

Black suede is still the leading color, and a good deal of brown is sold. Although there is talk of colors for fall, this amounts to about 2 percent of the business. Tanners mostly produce dark greens and reds when they do make colors, but there isn't much demand for them right now.

Black glazed has improved and there are indications at this time that brown glazed may do very well. Slipper continues to go well in browns and colors. The colors are used for trims in cowboy boots as well as for slippers. Linings are finding a market in better grade shoes. They are going in light colors. Some tanners are working on a brown lining which is just in the sample stage at this time.

Tanners say that all prices are static. Suede: 40-50; 50-85. Glazed: 40-50; 50-85; \$1.00. Slipper kid: 40-50. Linings: 50 and down.

Boston kid tanners report little change from last week which was fair for new business. Suedes sell well in lower selections, below 55c, moderately above that figure. Black the big item with brown getting moderate call. High colors spotty, some tanners getting fair business, others nothing at all. Glazed getting fair call in lower grades, those below 50c fairly active. Above 50-55c new business is moderate to slow. Slipper kid spotty; some tanners do well, others complain. Most demand in 50c and down grades. Linings sell fairly well below 35c; very slow above 40c.

Sheep Leathers

A very good week, report Boston sheepskin tanners. Prices even firmer than last week as good skins continue extremely scarce. New Zealand skins expected by first week in Aug, but market expected to hold firm. Some tanners quote 12c above recent prices but better sales are made at less. Russesets much wanted with active business done in both boot and shoe linings. Boot linings sell well up to 22c; shoe linings find most takers at 14-20c range. Specialty manufacturers still buying actively. Slipper manufacturers continue to show good interest in colored vegetable linings at 17-21c. Chrome linings show slight pick-up with bulk of sales made at 26c and down. Tanners still ask up to 28c. Hat sweats not as active as expected; tanners still wait for hat manufacturers' orders. Garments slow.

Russet linings: 22, 20, 18, 16, 12, 10c. Colored vegetable linings: 22, 20, 18, 16, 14c.

Hat sweat: 26c, 24, 22, 20c. Chrome linings: 28, 26, 24c. Garment suede: 26, 24, 22c. Garment grains: 22, 20, 18c.

Side Leathers

Boston tanners report mixed condition. Fair to good sales made here, little activity there. Very best tannages continue to find it not too difficult to obtain substantial business at close to quotations. Very cheap tannages get fair call because of price position. In-betweens suffer most. Corrected kips in best tannages get new business at up to 58c. Heavy aniline extremes and kips active at 58c and down. Some ask in lower 60s for kips. Work elk slow to fair in demand; up to 46c paid for some lines, others at several cents less.

Splits

Little change in Boston split market. Suede still the big item with black and brown selling best. Up to 43c paid for very best tannages; others bring up to about 41c, some less. Tanners complain that buyers want spread splits with tight nap of the smaller runs; can't seem to explain that the bigger the split the more difficult it is to get tight silky nap. Work shoe splits get good call with close to 30c obtained for best. Good demand for gussets at 19c and down. Retan sole splits active at 30-40c.

Light suede: 36-43; 34-41; 32-38

Suede heavy: 44-47; 42-44; 39-41

Retan sole: 40, 38, 35, 33, 30

Finished linings: 18-20; 20-22; 22-23

Gussets: 17-18-19c

Belting Leathers

Belting leather tanners in Philadelphia say that there hasn't been too much business in the past week. There isn't much interest shown in bend butts and the prices in these remain unchanged.

Shoulders are going well, mostly medium and heavy weights seem in demand for waist belting as well as welting. Prices have increased slightly in shoulders. The general over-all picture is good.

Curriers say that although business is not bad, it cannot be considered good. Small orders have been coming through for factory belting but business is affected by the fact that many factories are closed for July and those that are open, are just ordering from hand to mouth. It is hoped that business will improve in August.

Waist belting is considered very good at this time.

BELTING LEATHERS

No. 1 Ex. heavy	.....	\$ .89
No. 1 Ex. light	.....	.98
No. 2 Ex. heavy	.....	.86
No. 2 Ex. light	.....	.95

CURRIED BELTING

	Best	2nd	3rd
Bend Butts	1.14	1.10	1.06
Centers 12-24"	1.43	1.33	1.23
Centers 28-30"	1.33	1.28	1.21
Wide sides	1.04	1.00	.93
Narrow sides	.96	.92	.83

(Ex. lights 10c more; lights 5c more; ex-heavies 10c more)

Glove Leathers

All mills belonging to members of the Fulton County Tanners Association are shut down tight. This is the second week of the strike and lockout affecting the tanning industry in Fulton County. One meeting was held recently at the insistence of the State mediator but nothing was accomplished. The union holds firmly to its demands for substantial pay raises while the tanners are equally firm in their stand of "no further increases" at this time. Nothing in the situation at the present time would indicate a possible settlement at an early date.

TANNING Materials

Raw Tanning Materials

Divi divi, shipment, bags	.....	\$66.00-67.00
Wattle bark, ton	.....	\$81.00-83.00
Sumac, 28% leaf	.....	\$75.00
30% leaf	.....	\$80.00
Myrobalans, J. Is, \$61.00-62.00,	.....
J. 2s	.....	\$55.00
Valonia Cups, 30-32% guaranteed	.....	\$90.00

Tanning Extracts

Chestnut extract, clarified, 25% tannin,	.....
tk. lbs.	.....	.039
Hbls., L.E.I., .046; c.l.	.....	.046
Powdered, bags, c.l.	.....	.11
Cutch, solid Borneo, 55% tannin,	.....
plus duty	.....	.081 ₂
Gambier Extract, 25% tannin,	.....
blbs.	.....	.091 ₂ .12
Hemlock extract, 25% tannin, tk. cars,	.....
f.o.b. wks.	.....	.0525
Hbls., c.l. and L.E.I.	.....	.0675
Oak bark extract, 25% tannin, lb.	.....
Quebracho extract	.....
Solid, ord., basis 63% tannin, c.l.,	.....
plus duty	.....	.10 23 .32
Solid, clar., basis 64% tannin, c.l.	.....	.11 13 .32
Liquid, basis 35% tannin, blbs.	.....	.09
Ground extract	.....	.171 ₂
Powdered super spruce, bags, c.l.,	.....
.051 ₄ ; L.E.I.	.....	.051 ₂
Spruce extract, lb. blbs., c.l.	.....	.021 ₂
L.E.I., .031 ₄ ; tk.	.....	.013 ₄
tk., 61 ₂ -63 ₄ ; blbs.	.....	.061 ₄
Wattle bark extract, solid	.....	.09-.091 ₂

Tanners' Oils

Cod oil, Nfid., drums	95
Castor oil No. 1 C.P. drs. l.e.l.	20
Sulphonated castor oil, 75%	19
Cod, sulphonated, pure 25% moisture	12 1/2
Cod, sulphonated, 25% added mineral	11 1/2
Cod, sulphonated, 50% added mineral	10 1/2
Linseed, raw tks., drums, c. l. and l.e.l.	23-25
Neatsfoot, 20° C.T.	24
Neatsfoot, 30° C.T.	22
Neatsfoot, 40° C.T.	19
Neatsfoot, extra drums	22
Neatsfoot, No. 1, drums	24
Neatsfoot, sulphonated	16
Olive, dom. denatured, bbls., gal	4.00-4.25
Waterless Moellon	15
Moellon, 20% water	14
Moellon, 25% water	13
Artificial Moellon, 25% moisture	13
Chamois Moellon	13
Common degreas	10-13
Neutral degreas	20-22
Sulphonated tallow, 75%	10
Sulphonated tallow, 50%	8
Spraying compound	12
Split oil	12
Sulphonated sperm, 25% water	19
Petroleum Oils, 200 seconds viscosity	12
Petroleum Oils, 150 seconds viscosity	13
Petroleum Oils, 100 seconds viscosity	11

DEATHS

William H. Sheffield

... 75, president and director of Innis, Speiden & Co., New York chemical manufacturer, died July 25, at his summer home in Allenhurst, N. J. Surviving are his widow, Lizzie, two sons, Halsey, and William, Jr., and six grandchildren.

Glenn G. Wharton

... 67, president and secretary of the Kirkendall Boot Co., Omaha, Neb., died July 9 of a heart ailment at his home in Omaha. Long prominent in Omaha business circles, he was formerly president of the Chamber of Commerce and served as a member of the board of directors of Western Air Lines. His wife, Marjorie, is his only survivor.

C. G. Marshmann

... 44, leather salesman for the C. E. Becker Co., Milwaukee agent, died July 1, at his home in Whitfish Bay, Wis.

Mr. Marshman was a native of Maine, and a graduate of Northeastern University, Boston. He was a member of the Leather and Allied Trades Assn., the Milwaukee Athletic Club, and the Fox Point Club.

In addition to his wife, Grace, survivors include his parents, Mr. and Mrs. Leonard Marshman, Braintree, Mass.; a daughter, Gay two sons, Richard and David, and a brother, Leonard.

Richard Boemer

... 78, president of the R. S. Boemer Co., Milwaukee hide brokerage firm, died July 4, after a heart attack in St. Paul, Minn. Before starting his own company in 1920, Mr. Boemer was a

"SUPERIOR LEATHERS" Chrome Retan Sole Leather

In bends ... shoulders ... bellies ... outstanding in its waterproofing and long-wearing properties

"Katz Chrome"

The ideal leather for shoes ... glove ... and garment purposes.

Chrome Retan Upper Leather

A quality shoe leather ... water resisting ... easily worked.



Also cow and horse sides

SUPERIOR TANNING CO.

1254 West Division Street, Chicago

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Erie, Pa.

Advertise
Your Leathers
in
LEATHER and SHOES

buyer for the old Pfister & Vogel Co. Surviving are four daughters, Mrs. Helen B. Daly, Margaret, Irene, and Mrs. Adelaide A. Behling; three sons, Richard, Paul, and Edward.

Col. Harold S. Wonson

... 64, treasurer of the Commonwealth Shoe & Leather Co., Whitman, Mass., died July 22 at the wheel of his automobile when it crashed in East Bridgewater, Mass. He was pronounced dead of a heart attack by a medical examiner.

Born in Gloucester and a graduate of Massachusetts Institute of Technology, Col. Wonson was prominent in the shoe industry for many years and was a former president of the New England Shoe and Leather Assn. He entered the shoe business in 1910 with the old W. H. McElwain Shoe Co. of Boston, and later became superintendent of the International Shoe Co.'s Manchester, N. H. division. He left that position in 1930 to become treasurer of the Whitman firm. He was also a director of the Bridgewater Savings Bank.

Surviving are his wife, Ruth; a son, Harold S., Jr., of Minneapolis; two daughters, Mrs. Marcia Lillard of Sharon and Mrs. Mary Metcalf of Bridgewater; and a sister, Mrs. Mabel Goldthwaite of Gloucester.

Edgar M. Reed

... 60, vice president of E. P. Reed & Co., Rochester, N. Y., shoe manufacturer, died recently in East Rochester after a long illness. Mr. Reed joined the firm in 1906. He is survived by his widow Janet, three sons, John, James, and Edgar; and two brothers, Lester and Robert.

Thomas E. Greene

... 71, owner of the Greene Leather Co., Peabody, Mass., died July 21, in that city. He was a pioneer manufacturer of chrome leather. Surviving are five sons and three daughters.

FINANCE

The Brown Co.

A big reduction in earnings, attributed to decreases in both sales prices and volume of sales, has been reported by The Brown Co., manufacturer of shoe innersoles and other products, in Berlin, N. H.

F. G. Cohn, president of the concern reported that during the first 28 weeks of 1949 the company's unaudited consolidated earnings, after interest, income taxes and other charges, amounted to approximately \$1,092,000, compared with \$2,303,000 for the comparable period of last year.

The report added that the parent company was more adversely affected than its Canadian subsidiary, and that present indications pointed to a further drop during the balance of the year unless there is a marked increase in demand.

SPOT News

Washington, D. C.

● The ECA has announced publication of a new booklet, "Information for American Businessmen on the Marshall Plan." One section entitled, "Selling Under the Marshall Plan", outlines ECA's procedure in providing dollar credits for European economic recovery while another deals with "The Prospective Exporter." Copies are available from the Office of Information, Economic Cooperation Administration, Washington 25, D.C.

● Shoe employment may be expected to show an increase by fall, according to Robert Goodwin, director of the Bureau of Employment Security, in his recent report on general employment conditions. Goodwin said that employer opinion indicated employment increases in the shoe, textile, apparel, food, logging and lumbering, and construction industries.

● The labor turnover rate per 100 employees in the boot and shoe manufacturing industry for May was slightly less than for April, the Dept. of Labor reports. Discharge rate for April was .3 and .2 for May, while layoffs were 1.5 and 1.0 respectively. The rate for those who quit was 2.4 in April and 2.1 in May. Rates for the tanning industry were relatively the same for both months.

● Department store sales of women's shoes for the first five months of this year, ran only three percent behind last year, the Federal Reserve System reports. Children's shoes were down four percent for the period while men's and boys' shoes and slippers were off five percent. Luggage sales were off two percent from a year ago in department stores but handbags and small leather goods showed a gain of two percent over the same period in 1948.

● Imports of hides and skins in May were worth \$7 million, a gain of \$1.6 million over April, the Census Bureau reports. The May figure is equal to that of a year ago. Leather imports during the month eased off slightly, totalling \$1 million as compared to \$1.1 million in April and \$1.3 million last May. The U. S. exported \$1.8 million worth of leather during May as compared to \$2.1 million in April and \$1.6 million a year ago.

● May sales of shoes in retail chain stores and mail order houses slumped to \$65 million from the \$90 million reported in April, according to the Dept. of Commerce. Sales in May 1948 were \$70 million.

HIDES and SKINS

Fair sized trading in big packer hides; prices $\frac{1}{2}$ c higher. Small packer and country markets quiet. Calfskins and kipskins steady.

Packer Hides

Up to press time rather broad trading developed with an estimated 70,000 hides selling. Advances of $\frac{1}{2}$ c were scored on heavy native steers and heavy cows, on current salting hides.

Exchange traders comprised a great deal of the buying interest, with tanners purchasing hides with one eye on their inventory and the other on the poor leather business.

The big packer bull market was established this week, with sellers moving this selection at 16c for natives and 15c for brands. Previously, this was a nominal market of 16 to 16 $\frac{1}{2}$ c and 15 to 15 $\frac{1}{2}$ c, respectively.

This week's business has cleaned up most of the big packers for the time being, with the exception of one.

Small Packer Hides

Even though the vacation periods are over for the bulk of tanners throughout the country, they are paying little, if any, attention to small packer hide offerings. The generally poor leather business has kept tanners from reaching into this market to any great extent. Most of the firm tone in this market is primarily the reflection of the big packer market, and not from a demand standpoint for small packer hides. There is trading day in and day out, but on a limited basis, and only when quality and price is attractive to the would-be buyer.

Prices are unchanged. Allweight native steers and cows, averaging around 48/50 lbs. are quotable from 19 to 20c, selected, considering quality, etc. Lighter weight lots, averaging around 48 lbs., of good take-off and current salting, may bring up to 20 $\frac{1}{2}$ or 21c, selected. These too, however, have difficulty finding a buyer. On even lighter weights, averaging close to 44/45 lbs., prices are heard ranging from 22 to 23c selected, and from 24 to 25c, selected, for 38/40 lb.

Packer Calfskins

The long-awaited establishment of both Northern and Riverpoint big packer calfskins of Midwestern production finally materialized this week, and at steady prices compared with previous transactions.

Two of the "Big Four" sellers were involved. One seller sold 8,000 Riverpoints 9 $\frac{1}{2}$ -15 lbs. calfskins at 47 $\frac{1}{2}$ c, and under 9 $\frac{1}{2}$ lbs. at 40c, of St. Louis production, current salting. The second big packer sold 20,000, consisting of Northern lightweights at 55c, Northern heavies at 50c, St. Louis lights at 47 $\frac{1}{2}$ c and St. Louis heavies at 40c. This cleans up the big packers fairly well for the time being.

There is no new business noted in the New York trimmed packer calfskin market. Prices are reported unchanged, with 3 to 4's quoted at \$3.25, 4 to 5's at \$3.75, 5 to 7's at \$4.25, 7 to 9's at \$5.00 and 9 to 12 pounders at \$7.25.

Packer Kipskins

Additional trading developed this week in big packer kipskins of both Northern and Riverpoint production, with prices firm with last week's business. Approximately 4,500 skins were involved, with only one seller active. The trading consisted of 2,500 Ft. Worth skins at 40c, with the overweights going at 34c, Chicago basis. The New York trimmed skin market is quiet. Quotations are holding unchanged and quoted at \$8.25 for 12 to 17's and \$9.50 for 17's and up.

Country Hides

The most difficult factor to determine in this market is who is singing the blues the loudest—tanners or country hide sellers. That is the situation as the week closes in the Midwest. Tan-

ners are reaching little, if at all, for country hides. This market, while holding good on the basis of the strength in the big packer market, is now faltering slightly. There have been no actual reduction in prices, but, at the same time, it is not advancing along with the big packer market.

Sales are limited, and then much depends on the price, quality, take-off, weight, the buyers needs, and how bad the seller wants to sell. Generally, this market is quotable around 15 $\frac{1}{2}$ to 16c, flat, for trimmed allweight 1's and 2's, weighing on an average of 48/50 lbs., FOB shipping point. However, there is a difference of opinion expressed by many in the trade. Some ideas will not go beyond the 15 $\frac{1}{2}$ -cent level, while others quoted even lower for hides of the same description. Regardless of the price, the hide must be of exceptionally good quality and at a very attractive price before tanners' attentions are obtained.

Country Calfskins

With the establishment of the big packer calfskin situation, it has offered little, if any, help to the Midwestern country calfskin market. A few scattered offerings of country untrimmed allweights are heard around 22 to 24c, but this fails to uncover any buying interest. In city skins, the market is strictly nominal at 30 to 35c quoted on untrimmed allweights, with sellers hav-

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	19 $\frac{1}{2}$	19 $\frac{1}{2}$	20	31
Ex. light native steers	27 $\frac{1}{2}$ -28	27 $\frac{1}{2}$ -28	28	34
Light native cows	22 $\frac{1}{2}$ -24	23 -24	23 $\frac{1}{2}$ -25	30
Heavy native cows	20 -20 $\frac{1}{2}$	20 -22	20 -23 $\frac{3}{4}$	30 -31
Native bulls	16	16 -16 $\frac{1}{2}$	16 -16 $\frac{1}{2}$	20
Heavy Texas steers	18 $\frac{1}{2}$	18 $\frac{1}{2}$	17 $\frac{1}{2}$	27
Light Texas steers	20	20	20	27
Ex. light Texas steers	24	24	25 $\frac{1}{2}$	30
Butt branded steers	18 $\frac{1}{2}$	18 $\frac{1}{2}$	17 $\frac{1}{2}$	27
Colorado steers	18	17	17	26 $\frac{1}{2}$
Branded cows	19 $\frac{1}{2}$	19 $\frac{1}{2}$ -20 $\frac{1}{4}$	20	28 $\frac{1}{2}$ -29
Branded bulls	15	15 -15 $\frac{1}{2}$	15 -15 $\frac{1}{2}$	19
Packer calfskins	40 -50	42 $\frac{1}{2}$ -47 $\frac{1}{2}$	55 -62 $\frac{1}{2}$	50 -60
Chicago city calfskins	30 -35	30 -35	40 -45	40 -43
Packer kipskins	40 -42 $\frac{1}{2}$	40 -45	50	42 $\frac{1}{2}$
Chicago city kipskins	26 -28	28 -30	30 -35	30

HIDE FUTURES

	COMMODITY EXCHANGE, INC., FUTURES MARKET				
	Close July 27	Close July 20	High For Week	Low For Week	Net Change
September	18.50B	18.85B	18.70	18.51	-35
December	18.80B	19.05-07	19.10	18.61	-25
March	18.25B	18.56B	18.56	18.50	-31
June	17.95B	18.26B	-31

Total sales, 67 lots.

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&
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ISAACSON-GREENBAUM CO.

210 LINCOLN ST.
BOSTON 11, MASS.

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HUBBARD 0513

ing difficulty finding buyers. New York trimmed collector caliskins are quoted unchanged, with 3 to 4's at \$2.50, 4 to 5's at \$2.80, 5 to 7's at \$3.30, 7 to 9's at \$4.40 and 9 to 12's at \$6.10.

Country Kipskins

The market is, at the time, in a nominal state, at least from a price standpoint. Trading is light, and difficult to uncover. City untrimmed kipskins are quoted at 26 to 28c nominal and country untrimmed kipskins are quoted from 20 to 21c nominal.

New York trimmed collector kipskins are reported at \$7 for 12 to 17's and \$8 for 17's and up.

Sheep Pelts

The big packer shearing market is just about at an end as the season draws to a close. However, a few sales have taken place during the past week in all three grades. A few cars of No. 1 shearlings sold from \$2.65 to \$2.70, No. 2's at \$2.00 and No. 3's at \$1.60. This is not, however, a representative market. There are other big packers quoting about 25c under these and are selling occasionally. From small packers, prices are heard about 50c lower, with sales at these levels.

The new season for Fall clips got under way this week, with a reported sale of one car going at \$3.00, which is about what was expected.

Horsehides

The Midwestern horsehide market is strong. The tight supply situation tends for limited trading, and spirited demand. Generally, good 60 lb. trimmed Northern hides will bring around \$9.50 to \$10, although this may vary slightly either lower or higher. Untrimmed lots figure about 75c more.

Business has not been too broad in fronts, which are popularly quoted around \$7 to \$7.50, with butts, basis 22 inches and up, at \$3.50.

Dry Sheepskins

According to latest reports from Fulton County, talk has been suspended between the association and the union relative to the strike as William A. Hazell, State labor mediator stated that contract negotiations were

deadlocked following the meeting of the two. Some in the county feel that this way may be a long drawn out affair as the association has been running 'ads' to the effect that they will hold to their stand while the union is just as firm in their demands. In view of this situation, it has been rather difficult to confirm much business as most operators prefer to sit back and watch developments. Those manufacturers who are in need of material have been looking over the leather situation and picking up whatever they can use at best possible prices.

The wool sheep and shearling markets have shown little change. Most selling quarters state that not much interest evident and wherever there is some interest, it is difficult to obtain the rawstock at the prices buyers are willing to pay. At the last Melbourne auctions, prices were unchanged to 1d. higher due to the small available stocks. Although offerings have been somewhat larger of Australian wool skins, asking prices are varied as to assortment, selection, shipper, etc., and prices range from 14d. to 24d. A fair sized quantity of Chilean shearlings, 14-14 1/2 inch, sold at 39c c.&f. New York. No late advices from the Cape while Argentine market is quite high.

In the hair sheep markets, sellers at origin are firm and reports from the Cape indicate gloves are selling to England on the basis of 130 shillings for large westerns. Brazil cabretas are firm as few offered, shippers claiming unsold stocks limited. Last sales good northern at \$13.50 c.&f., basis manufacturers and that to slightly higher still asked on those offers received. Nigerian market has ruled rather quiet of late as not many offers being received. Most of the recent trading is with shoe manufacturers as the glove buyers claimed they could not meet the prices asked by the shippers. Selling quarters are of the opinion that further business possible, if offers were made. Addis-Ahaba slaughters are nominally quoted at \$12.00 c.&f. No recent offerings of Mochas, dry salted Sudans and Mombasas with agents here stating that their shippers claim they are able to obtain higher prices in Europe.

Reptiles

Following late sales, shippers firmed up in their views but buyers are reluctant to follow the increases. Sellers ask up to \$1.05 for Madras bark tanned whips and 70c for cobras as against last sales at 95-97 1/2c and 65c, respectively. While most of the offerings are 4 inches up averaging 4 1/2 inches, 70/30 selection, some are now offering 4 inches up, averaging 5 inches. Sales of vipers, 4 1/2 inches up, averaging 5 1/2 inches, 70/30 selection at 40c. On a combined offering, shipper asks 98c for whips, 67c for cobras and 44c for vipers but as buyers are not interested in vipers, it is difficult to consummate sales. Calcutta oval grain lizards are offered at 25-30c for 40/40, 20 assortment and 90/10 selection, as to shippers and late sales at 28-29c. Offerings of ram-godies at 17c for 70/30 selection, 12 inches and up, with very little interest. Calcutta alligators, 10 inches and up, averaging 14/15 inches, 80/20 selection, sold at 72c an inch. Philippine crocodiles, all number ones are nominally quoted \$2.35 per foot but prices vary as to the make-up of each lot with any boney skins included reducing the price. There has been little change in the Siam market. Some spot lots of vipers said to be selling while for shipment offerings noted of 5-lbs. average at 15c and 5 1/2 lbs. average at 10c all 8 inches and up. Offerings noted of chouryes, 8 inches and up at 40c while combined lots of 8 inches and up with 6/8 inches at 32c. Most of the recent offerings were of small sizes, which are not wanted.

Deerskins

A little business has been noted in Brazil 'jacks' at from 50-53c f.o.b., as to shippers. Not many offers being received with sellers having ideas of 55c f.o.b. and higher, but as buyers are unwilling to better the above trading levels, most of the trading has been at around those figures. Otherwise, market has ruled rather quiet of late.

Pigskins

Due to the strike in Fulton County, buyers are showing little interest in

LEATHER

YESTERDAY—TODAY—
ALWAYS!

IDEALMABATE

COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Cut Sole Line Wanted

A FIRM OF manufacturers agents covering St. Louis metropolitan area desires to represent a cut sole line.

Address G-20,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Want Shoe Supply Lines

A FIRM OF manufacturers agents covering the St. Louis metropolitan area seeks to broaden its line of shoe supplies.

Address G-21,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Sales Agent Wanted

TOPLIFT MANUFACTURER looking for a good man to sell toplifts for finders and shoe manufacturers. Good opportunity for right man. Commission basis.

Address G-18,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Cowboy Boot Uppers

WE ARE NOW MAKING cowboy boot uppers for custom trade. Will use your patterns or ours. Finest quality materials. Fast service. Any quantity. Send your specifications for prices.

JONES BOOT & SADDLE MFG. CO.,
307 Third St.,
Lampasas, Texas.

Leather Line Wanted

CALF-KIP SIDE leather line wanted on commission only by established leather sales agency with office and stockroom in New York City. Complete coverage assured. Address G-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanners' Representative So. Cal.

FORMER well known successful hide broker wishes to represent Middle West or Eastern tanner in Southern California. Can sell leather and capably buy and supervise shipment of hides and skins. Satisfactory references as to ability and integrity will be furnished. Address G-19, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale: Calf Leathers

APPROX. 2500 ft. black and 1000 ft. dark brown calf leathers, smooth, full grain, chrome tanned, medium and low grades, L and LM weights, New England tannage. Priced for clearance. Address G-23, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Machines for Sale

1 Brand New Turner 12" Shaving Machine.
1 Used Woburn Putting Out Machine 64".
Address G-24,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Wanted to Purchase

1 Woburn heavy duty Setting Machine
Type B 72"
1 Baker-Layton Double Roll Setting
Machine 72"
Must be in good condition
Address G-27,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

FOR IMMEDIATE SALE

FREEMAN 9" New Style Block Planer. An exceptional value.

NIGHTINGALE full segment Leather Measuring Machine. Must be sold.

PLYMOUTH

Shoe & Sewing Machine Co.

239 Congress St., Boston 10, Mass.

Dutch Pickled Skivers

FROM NEW ZEALAND North Island Pelts 120 feet average. Offer for shipment at very interesting prices.

Address G-29,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Belting And Leather Specialty Salesman

WANTED Salesman—experienced—for old established LEATHER TRANSMISSION BELTING, LEATHER PACKING and LEATHER SPECIALTY manufacturer. Eastern states. Address G-15, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

COMMISSION LEATHER SALESMAN

To sell harness, bag, case, strap and associated leathers in states of Washington, Oregon, California, Nevada and Arizona. Address, Hermann Oak Leather Company, 4056 North First Street, St. Louis 7, Mo.

Foreman

WANTED: Calfskin Finishing Room Foreman able to take full charge of finishing room; also able to match shades and familiar with pigment, lacquer, and other types of finishes. Address G-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

A PLACEMENT BUREAU

for Salesmen, Superintendents, Foremen, Chemists, Sales Managers and others.

We have positions open, also qualified men for positions you may have open.

AL HOWE SERVICES, Inc.

(A Management Service)
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WE SELL REGULARLY WHOLE HIDE AND SIDE
PICKLED SPLITS; ALSO LIME AND BLUE SPLITS

PLEASE WIRE, PHONE, OR WRITE YOUR INQUIRIES

COLONIAL TANNING CO.,
HIDE DEPARTMENT

207 South Street

Boston, Mass.

Help Wanted

Leather Stock Room Man

WELL KNOWN shoe manufacturer seeks for its Pennsylvania plant a young man who can supervise its leather stock room. Thorough knowledge of all kinds of leather and handling required. Shoe manufacturing experience preferred but not essential. Good opportunity for right man. Give detailed information and references in first letter. Address G-28, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Cutting Room Foreman

HERE IS A really good cutting room man for any shoe factory. Knows leather and can do the buying. Best of references. If you want a top-notch man apply to

G-11,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Stockfitting Foreman

AVAILABLE AT ONCE. If you need a stockfitting man who can take full charge and turn out the work, apply to

G-12,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Lasting Room Foreman

SEEKS POSITION where thorough knowledge of all lasting room procedure is appreciated. Handles help well. Keeps production rolling under all sorts of conditions. Address G-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Shoe Factory Superintendent

A GOOD MAN available with best of references. Knows all types of women's shoes and can get the work out.

Address G-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Packing Room Foreman

EXCEPTIONALLY ABLE packing room man available. Knows his job thoroughly and can really produce. This man can save you money while turning out good work.

Address G-13,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Tanner

MAN—familiar with production of fancy leathers—seeks connection with reliable concern as asst. supt. or foreman in any dept. Capable of running leather chemicals and finishes. Prefers Eastern locality. Address G-6, c/o Leather and Shoes, 300 W. Adams St.,

Leather Salesman

YOUNG MAN with four years sales experience on calf and side leathers seeks position with opportunity. This man has excellent background, appearance, and references. Address G-25, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

rawstock. These glove manufacturers who are not covered by their leathers have ideas of \$1.65-1.90 f.o.b. for scouring the market for goods and have been taking most of the lots available. In the rawstock markets, shippers at origin are quite firm and according to reports from Brazil sellers have ideas of \$1.65-1.90 f.o.b. for peccaries, as to districts and shippers.

Goatskins

Unless a tanner actually is in need of rawstock, he usually remains out of this market. Despite this lack of interest on the part of U. S. tanners, the market is firm at origin due to business with Europe.

Sales of Bati skins are reported at \$14.75 to \$15.25 per dozen c.&f. with some inferior types down to \$14.50 per dozen c.&f. The market on Addis Ababa skins is quiet and quoted at \$11.75 per dozen c.&f. Coconada and though most tanners have ideas at 75c below these figures.

Amritsar type skins are quoted at \$12.50 to \$13.00 per dozen c.&f. as to shipper for the 12/10 lb. skins. Tanners ideas are much lower at around \$11.75 per dozen c.&f. Coconada and Deccans are priced from \$12.00 to \$13.00 per dozen c.&f. basis 1.70-1.80 lb. skins according to quality.

Algerian 9/10 kilo skins are held at \$13.00 per dozen c.&f. with Orans of the same weight at \$12.50 per dozen c.&f.; tanners have views well below these figures. Some West Province extra light skins sold at 56-57c per lb. c.&f.

East Indies

Amritsar (1,200 lbs.)	12.00-12.50
Patnas	Nominal
Cawnpore and Lucknow	12.20
Mozufferpore	11.50-12.00
Dinapore	14.50
Calcutta Kills	13.50-15.00
Coconada	13.00
Deccans	13.00
Kristnas	Nominal

Chinas

Szechuans	1.10
Hankows	95c
Chowchings	Nominal

Africans

Casablanca	Nominal
Algiers	11.00-15.00
Nigerians	1.40-1.50
Mombasas	12.25-14.00
Marakesh	Nominal
West Province (ex. It.)	52
Port Elizabeth (ex. It.)	50

Mochas

Berberabs (shipment)	13.50
Hobedahs (shipment)	9.00
Batis	15.50-15.75
Addis-Ababa	11.50-12.00

Latin Americas

Mantazas, etc. (flat) f.o.b.	Nominal
Oaxaca, f.o.b.	Nominal
Barquismetos	54-55
Coros	54-55
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	Nominal
Bogotas	Nominal
Jamaicas	Nominal
Haitians	71-74
Santo Domingos	59-60
Brazil (Ceara)	1.20-1.23
Pernambuco	1.20-1.23
Bahias	Nominal
Cordovas (8 kilos average)	Nominal
Pampas	Nominal
Paytas	69-70
Peruvians	Nominal

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